Board of Trade Journal

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Board of Trade Journal

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Sir Keith Joseph's Export Tour of Industrial Areas

SIR KEITH JOSEPH, Minister of State, Board of Trade, today visited his twentieth factory since he began his intensive tour of industrial centres on January 9. His aim in visiting various factories is to meet as many as possible of those engaged in export trade in order to discuss with them successes, ideas, problems or difficulties. Throughout the tour, which ends at the beginning of April, he will be particularly interested in market research, design, and export sales techniques.

On February 8 Sir Keith Joseph visited the Rover Co. Ltd., at their Solihull, Birmingham, works. The company export 40 per cent. of their total production of motor cars and some 70 to 75 per cent. of their production of light commercial motor vehicles (Land Rovers) together to North America, the Middle East, South Africa, Thailand, Burma, India, Pakistan, Japan, the Philippines, Australia, New Zealand, Latin America and Europe. On the same day he addressed the European Section of the Birmingham Chamber of Commerce (see next page for the report of the speech). The following day the Minister met executives and other employees of the British United Shoe Machinery Co., of Belgrave Road, Leicester. Manufacturers of footwear machinery and accessories, the company export 20 per cent. of total production to a wide range of overseas markets including the Middle East, Thailand, India and the emerging countries of Africa. In the evening he addressed the Leicester and County Chambers of Commerce (see page 335).

Continuing his tour, Sir Keith visited a factory in the London area on Tuesday, February 13 – Molins Machine Co. Ltd., of Deptford, S.E.8 – before leaving for the North Wales and Liverpool industrial areas on February 14. In North Wales his tour included A.E.I. Hotpoint Ltd., of Llandudno, and further along the coast at Colwyn Bay J. K. Smit and Sons (Diamond Tools) Ltd., and Quinton Hazell Ltd. Following these visits he is to speak at a luncheon organized by the Industrial Association of Wales and Monmouthshire. The Minister will then continue his industrial visits to include the Chance-Pilkington Optical Works at St. Asaph, Flintshire, rounding off his engagements with an address to the Welsh Tourist and Holiday Board at Wrexham.

From North Wales the Minister will go on to the Liverpool area where he is to visit Meccano Ltd., Evans (Medical) Ltd., and Chadburns (Liverpool) Ltd., concluding the day's tour with an address to the Liverpool branch of the Institute of Shipping and Forwarding Agents.

His other visits during this intensive tour of industrial areas will embrace Scotland on February 27 and 28, where he is expected to see the factories of Wilson and Glenny Ltd., and Barrie and Kersal Ltd., of Hawick. In this area he will also speak at a luncheon of the South of Scotland Chamber of Commerce. Sir Keith will then visit John Gladstone and Co. Ltd., of Galashiels, before attending a dinner given by the Scottish Council (Development and Industry). While in the area the Minister is expected to visit William Collins Sons and Co. Ltd., of Kilmarnock, and lunch with the Kilmarnock and District Chamber of Industries where he will speak to the members and guests, following which he will visit Glenfield and Kennedy Ltd., also of Kilmarnock, before making an appearance on television and attending an informal dinner given by the Glasgow Chamber of Commerce.

His tour will be continued on March 6 and 7 when he will visit the industrial centres in Halifax, Huddersfield and Hull. In mid-March he will visit factories in the West country including Stroud, where he will visit Newman Hender and Co. Ltd. and Newman Industries Ltd., and Bristol, where he will give an address to a small group of industrialists at a dinner at the Mansion House, and also visit the factories of C. and J. Clark Ltd. and Fox Brothers and Co. Ltd., and speak at a dinner of the West of England Institute of Directors.

Later in March he will visit South Wales and Northwich, Cheshire, concluding his tour at the beginning of April with a visit to the North East.

Below is an extract from a televised interview with Mr. Reg Harcourt, of Midland A.T.V. news staff, during Sir Keith Joseph's visit to Birmingham on February 8:

Mr. Harcourt: What about the general export picture. How does it look particularly as far as Midland manufacturers are concerned?

Sir Keith Joseph: We are doing quite well. Sales last year overseas were up on the year before and should be up again this year. Our markets are open, our goods are, on the whole, modern and well designed and well priced. Most firms are doing their very best to export. Of course there are a few firms who are relying too much on the home market and it is my job to try and persuade them that the home market is no longer all that safe for them. As the tariffs come down, whether we go into Europe or not, they may find a lot of competition here. It is up to them to beat that competition by selling abroad in the competitors' own home market.

Mr. Harcourt: Is there an improvement in the situation?

Sir Keith Joseph: Oh yes. We sold more, as I say, last year and we should sell more this year, but there is need for just that scrap more; for all firms, whether they are exporting or not, to try a bit more effort and then more markets.

Exports are Vital to Our Standard of Living

— the Minister of State

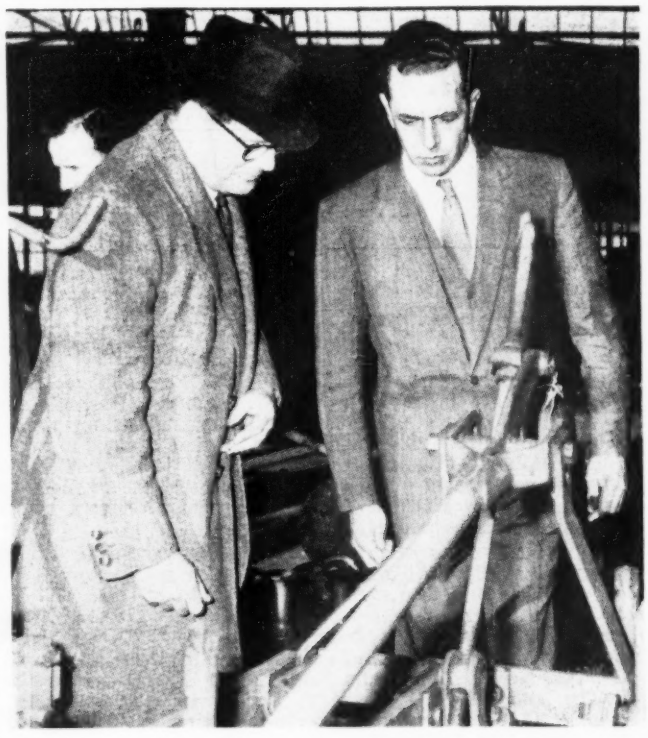
'IF SUCCESSIVE Governments continue to see exports as vital to the maintenance, let alone the improvement, of our standard of living, then it is their duty to tell the public,' said Sir Keith Joseph, Minister of State, Board of Trade, at the Annual General Meeting of the European Section of the Birmingham Chamber of Commerce in Birmingham on February 8.

He went on: 'Of course, there are some chairmen and managing directors – proportionately only a very few – who dismiss all suggestions that they should consider trying to export as just more Government exhortation. But we are a free society. Governments cannot compel.

'What these few chairmen and managing directors do not seem to have hoisted in, is that their own home markets, on which they seem content to rely, may well dwindle if their products are not competitive. Whether we go into Europe or not, the tariffs are coming down. Prudent businessmen realize this. They realize that only if they can beat the overseas exporter in his own home market will they be able to hold their own home market.

'The home market on which they depend will also be in danger if for lack of exports the Government should have to hold down demand below what it could otherwise be.

'Government exhortations to export more are on behalf of the whole nation but they are also addressed to each firm for the benefit of each firm. If you are one of a hundred people threatened by an unseen impending danger – and a friendly observer shouts "look out" – you do not say to this "Oh! he's just talking to the hundred, he does not mean me," you take action pretty quick. That is what I am doing now. I am trying to get through to those few businessmen who could export or export more if they tried. I am saying to them it is in the national interest that they should review their export programme. But above all it is in their own interest to do so for two reasons – first the world is growing more competitive every day, the tariffs are coming down and their own business may suffer seriously if they cannot beat foreign goods both overseas and in their home market. Secondly, the Government can only let the home market flourish if exports flourish.'



Sir Keith Joseph, (*right*), examines a mounted mouldboard plough during his visit to Ransomes Sims and Jefferies Ltd., of Ipswich. He is accompanied by Mr. H. H. Dawson.

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Front Cover Photograph

Cotton yarn dyed by pressure machinery at Holdsworth & Gibb Ltd., Swinton, Manchester. Cotton and synthetic yarns are dyed on commission and for the firm's own weaving department. A wide range of fabrics are produced from these yarns, with specialities in the awnings and deck chair cloth field, requiring very fast colours. They are exported to Australia, New Zealand, West and East Africa, Scandinavia and elsewhere. (The latest figures of production in textiles are given on pages 350/1 of this issue.)

Good Progress on Common Market Negotiations

— *The Prime Minister*

'THE OUTSTANDING TASK now, and for some years ahead, is to get a massive diversion of effort into our export trade,' said Mr. Harold Macmillan, the Prime Minister, at the annual banquet for the Overseas Bankers' Club at the Guildhall on February 6.

'Fortunately, the spirit of enterprise still moves vigorously in our industries and the future is big with opportunity. A rising level of world trade should give a spendid opportunity for exports. All this time, fixed investment in the United Kingdom, and particularly in manufacturing investment, has been growing. Already capacity exists to meet higher demands from our export markets. These higher demands will not fall into our laps but must be won by our manufacturers and traders in fair competition with their rivals. It is the primary concern of the British Government in economic affairs to see that the conditions for that achievement exist. To these the banking community will add that other essential element, appropriate financial facilities. And you can do this the more easily and effectively because of the close links with your overseas colleagues which this Club exists to foster.

'Nowhere is this more important than in our trading relations with the great markets and manufacturing areas on the Continent of Europe. The Overseas Bankers' Club provides a specially valuable forum for consulation between British and European bankers. If it proves possible for the United Kingdom to join the European Economic Community that link would stand us in very good stead and become even more important. Undoubtedly, when historians come to look back they will see the process of economic integration which has been going on in Europe in the last decade as one of the great milestones of economic progress. The United Kingdom decision to negotiate over entry to the E.E.C. was I believe one of the most important decisions any Government of this country can ever have been called on to make.

'We have made good progress, I am glad to say, during the first three months of the negotiations. A business-like and co-operative atmosphere has been established.

'If these negotiations are successful they will have tremendous consequences over a wide field. But remember – the great increase in trade which we may expect can only take place smoothly and satisfactorily if there are adequate financial resources for its support and sustenance. It is a tribute to you that we all take it for granted that these resources will be available when they are required.

'Nor can we expect the process of international exchange of goods and ideas to stop at the frontiers of Europe. The success and challenge of the Common Market has already stimulated the United States to make proposals for a further reduction of tariff barriers on a world-wide basis. This we all welcome. I look forward to an increase in the mutual interchange of goods on a world basis, including both developed and under-developed alike.'

Excellent Export Opportunities in 1962

SPEAKING at the Liverpool and District Bankers' Institute dinner on February 9, Mr. A. Barber, Economic Secretary to the Treasury, also stressed the need to increase our export trade.

'There is no doubt whatever that the opportunities for British exports in 1962 are excellent' he said. 'In the United States there was a surge of expansion last year, and we can expect more growth this year. And now Canada is coming along with a marked recovery in production. In Western Europe, there was a slow-down in the middle of 1961. But there has been a recovery since then, which should keep going throughout 1962, to make this another year of expansion. And because these major industrial markets are likely to do so well, this in it turn will benefit the primary producing countries, and we expect that this year their imports will recover the ground lost in 1961.'

Mr. Barber went on to say that there could really be no doubt that 1962 would see a considerable increase in world trade.

Sir Keith Joseph at Guildhall Luncheon

Sir Keith Joseph, Minister of State, Board of Trade, was the guest of honour at a luncheon in the Guildhall, London, on February 7, given by Mr. Arthur Fraser, the chairman, and members of the Council of the British Export Houses Association. Among those present were Sir Richard Powell, Permanent Secretary to the Board of Trade, and Mr. Sidney Golt, an under-secretary of the Board of Trade.

The Minister of State's Tour (*continued*)

'The healthy way to reduce imports is not by controlling them, but by beating them. Beat them out of your home market and you'll be able to beat them in their own. And, as the tariffs come down, if you don't do this you may not long keep a home market of your own at all. This was said by Sir Keith Joseph, Minister of State, Board of Trade, when he spoke at the general meeting of the Leicester Chamber of Commerce at the Grand Hotel, Leicester, on February 9.

'We often talk as if efficiency only mattered in the export markets. But this, of course, is nonsense. It matters just as much at home. First because all our home costs enter at some stage into our export costs; and secondly – and this is the main point I am leading up to – because to the extent that our products for sale at home improve in value they will replace goods that are at present imported.'

EXPORTS VALUED AT £100m. A YEAR

Sir Keith Joseph, is seen here (*centre*) at the opening of the International Gifts Fair at Blackpool on February 5, with Mr. Elkan Simons, chairman of the Fair (*right*). The Board of Trade stand is seen (*left*) The industries represented were comprised of small firms who together exported goods valued at £100 million a year.

EFTA Third Duty Reduction

THE IMPORT DUTIES (General) (No. 2) Order, 1962 (S.I. 1962, No. 232) published on February 9, introduces on **March 1** next the third reduction in the import duties on goods produced in and imported from the countries of the European Free Trade Association (EFTA). As announced in the *Board of Trade Journal* of December 15, 1961, page 1208, this reduction was brought forward from July 1, 1963, to March 1, 1962, by a decision of the Ministerial Council of EFTA at a meeting in Geneva on November 20-21, 1961.

The first reduction in import duties on goods of EFTA origin was made on July 1, 1960. It applied to all goods except most agricultural and fish products. With a few exceptions the reduction was to 80 per cent. of the basic duties (i.e. the full rates charged on January 1, 1960). The second reduction, made on July 1 last year reduced these lower EFTA duties (with a few exceptions) by one-eighth, i.e. to 70 per cent. of the basic rates. The third reduction to be made on March 1 next will reduce these lower EFTA duties by a further one-seventh, i.e. to 60 per cent. of the basic rates, except in the case of the following items where the reduction will be other than one-seventh:

(a) Pectin and neat's-foot oil and bone oil. These items have previously been classified as agricultural items, to which the EFTA duty reductions did not apply. In consequence of a decision of the EFTA Council, these items will be brought within the scope of the duty reductions and the first reduction, to 60 per cent. of the basic duty, will be made on March 1, 1962; and

(b) certain composite goods containing hydrocarbon oils, where the duties are partly protective and partly revenue.

The EFTA countries are those in the Convention area as defined in the European Free Trade Association Act, 1960 (Section 10 (1), i.e. Austria, Denmark, Great Britain, Northern Ireland, the Isle of Man and the Channel Islands, Liechtenstein, Norway with Spitzbergen, Portugal with the Azores and Madeira, Sweden and Switzerland. The European Free Trade Association (Finland) Order, 1961 (S.I. 1961, No. 994) added Finland, and the European Free Trade Association (Greenland) Order, 1961 (S.I.1961, No. 1186) added Greenland, to this list.

Customs Notices to Importers No. 73 and 73A give the procedure to be followed in order to claim the benefit of the EFTA rates of duty on goods imported into this country from the EFTA countries. Copies of these Notices may be obtained from the Secretary, Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

The Import Duties Drawbacks (No. 2) Order, 1962

This Order (S.I. 1962, No. 234), also published on February 9, makes the amendments to existing Import Duty Drawback Orders which are required in consequence of the reduced rates of duty applicable from March 1, 1962, under the European Free Trade Association Convention.

Copies of the Import Duties (General) (No. 2) Order, 1962, and the Import Duties Drawbacks (No. 2) Order, 1962, are available from H.M. Stationery Office at price 4d. (by post 7d.) each and price 5d. (by post 8d.) each, respectively.

Appointments to National Economic Development Council.

THE ACCEPTANCE of appointments to the National Economic Development Council (see *Board of Trade Journal* October 6, 1961, page 708) was announced in the House of Commons on February 8 by Mr. Selwyn Lloyd, Chancellor of the Exchequer. The Chancellor said that most of the members of the Council had now been appointed and he proposed that the first meeting should take place in March. In addition to Mr. Frederick Erroll, President of the Board of Trade, Mr. John Hare, Minister of Labour, and himself, the Council would have 17 members. The following had already accepted:

Dr. R. Beeching	Chairman, British Transport Commission,
Mr. F. A. Cockfield	Chairman, Boots Pure Drug Co. Ltd.,
Sir Oliver Franks	Provost-elect of Worcester College, Oxford,
Mr. R. M. Geddes	Managing Director, Dunlop Rubber Co. Ltd.,
Mr. C. E. Harrison	Vice-Chairman, English Sewing Cotton Co. Ltd.,
Mr. E. J. Hunter	Chairman, Swan, Hunter & Wigham Richardson Ltd.,
Mr. J. M. Laing	Managing Director, John Laing and Son Ltd.,
Professor H. Phelps Brown	Professor of the Economics of Labour, London School of Economics,
Lord Robens of Woldingham	Chairman, National Coal Board,
Sir Robert Shone	Director-General of the staff of the Council,
Mr. J. N. Toothill	Director, Ferranti Ltd.

The Chancellor added that he understood that the Trades Union Congress would put forward to him after a meeting later this month the names of six trade unionists suitable to be appointed to the Council.

The N.E.D.C. announced on the same date that Sir Robert Shone, Director-General of the staff of the N.E.D.C., had now opened his office at 1, Bridge Street, Westminster, S.W.1. (Telephone number Trafalgar 2291).

Two appointments to the Office were announced: Sir Donald MacDougall, of Nuffield College, Oxford, will be Economic Director: Mr. Frank Pickford, Assistant Secretary, Ministry of Labour, will be Administrative Secretary. Mr. Pickford is also Secretary-designate of the National Economic Development Council. Further appointments relating in particular to industrial and development matters will be made in due course.

Claims for Pre-War Losses in China

AN ARRANGEMENT was signed in Tokyo on October 7, 1960, between H.M. Government in the United Kingdom and the Government of Japan for the settlement of certain claims in respect of losses suffered by citizens of the United Kingdom and Colonies in China as a direct result of the Sino-Japanese hostilities between July 7, 1937, and December 8, 1941.

Distribution of the compensation received under this Arrangement is about to be concluded and any person who suffered such losses and who has not received a communication from H.M. Foreign Office is invited to write to the Under-Secretary of State for Foreign Affairs, Claims Department, Foreign Office, London, S.W.1, before March 31, 1962.

NOTICE TO JOURNAL READERS AND ADVERTISERS

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

English Text of the Common External Tariff of 'The Six'

THE FINAL PART of the Common External Tariff of 'The Six' which the Board of Trade are issuing in English, is due for publication as follows:

Date Available	*Subject*	*Price*
February 22 *Chapters 1-15	Live animals, animal products, vegetable products.	3s. 6d. (by post 3s. 11d.)

* The Chapter headings referred to are those of the Brussels Nomenclature.

The description of the various parts is given in brief outline only.

This English version has been prepared by kind permission of the Commission of the European Economic Community. It should, however, be understood that the text has not been cleared with the Commission nor with the Member Governments of the Community and that the Board of Trade are solely responsible for it.

The tariff translation is being published in parts as each section becomes available to save time and so that firms and industries can purchase separately the volumes of particular interest to them.

Copies of the translations can also be seen at the Regional Offices of the Board of Trade in Birmingham, Bristol, Cardiff, Glasgow, Inverness, Leeds, London, Manchester and Newcastle. Copies may be purchased from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. Details of the other ten parts already published are given in the *Board of Trade Journal* of December 22 1961 (page 1259), January 12 (page 39), January 26 (page 146), February 2 (page 204) and February 9 (page 274).

Marking of Imported Measuring Tapes and Bands

THE BOARD OF TRADE have been advised by the Standing Committee (General Merchandise), set up under the Merchandise Marks Act, 1926, that the Merchandise Marks (Imported Goods) No. 5 Order, 1929 and the Merchandise Marks (Imported Goods) No. 9 Order, 1933 should be varied so as to require imported goods of the following descriptions to bear an indication of origin at the time of importation and sale and exposure for sale in the United Kingdom:

> Measuring tapes and bands, graduated or marked for the purpose of taking any form of measurement.

This recommendation is contained in the Report of the Standing Committee, published on February 14, 1962 as Cmnd. 1632. Copies of the Report may be purchased, price 5d. (by post 7½d.), direct from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller.

A notice about the reference of this matter to the Standing Committee was published in the *Board of Trade Journal* on June 2, 1961 (page 1290).

Note:—Representations to the Board of Trade by traders or other members of the public regarding the marking of imported goods are referred to the Standing Committee (General Merchandise). An affirmative recommendation of the Committee, if accepted by the Board of Trade, is put into effect (subject to approval by Parliament) by means of an Order in Council.

Council of Industrial Design Appointments

THE PRESIDENT of the Board of Trade has appointed Mr. Robin Darwin, Principal of the Royal College of Arts, to be a member of the Council of Industrial Design. He has also re-appointed the following named persons as members for a further period, on the termination of their existing appointments:

> Professor Misha Black, Architect and Industrial Designer, Design Consultant; Mr. R. H. Crawford, Managing Director of Thomas Somerset & Co. Ltd., Belfast (Linen Manufacturers); Mr. Anthony S. Heal, Chairman of Heal & Son Ltd.; Mr. Peter Inchbald, Managing Director of Walker & Hall Ltd., Sheffield; Mr. A. Everett Jones, Chairman of Everetts Advertising Ltd., Director, Brown's of Chester Ltd.; Mr O. B. Miller, Chairman of John Lewis Partnership Ltd.; Mr. K. A. Noble, Director of the Co-operative Wholesale Society; Mr. Elkan Simons, Joint Managing Director of Simons Bros (London) Ltd., Chairman of the Design and Research Centre for the Gold, Silver and Jewellery Industries; and Mr. Whitney W. Straight, Deputy-Chairman, Rolls-Royce Ltd.

GATT Cotton Textiles Committee Agrees on Long-Term Cotton Textile Arrangement

THE GATT Cotton Textiles Committee met at Geneva from January 29 to February 9, 1962 and drew up a long-term arrangement for cotton textiles for reference to Governments. The Committee consists of representatives of 19 countries which together account for the bulk of world trade in cotton textiles.

In July 1961 representatives of Governments substantially interested in the importation and exportation of cotton textile products drew up the "Arrangements regarding international trade in cotton textiles", which included a short term arrangement which became effective on October 1, 1961, for a period of one year. The arrangements also provided for work to be done looking towards a longer term arrangement for international trade in cotton textile products.

Work on the longer term solution was initiated in October and at the 19th Session of the GATT the Contracting Parties established a Cotton Textiles Committee to continue this work. The long-term arrangement has been drawn up with a view to entering into force on October 1, 1962, upon approval by Governments. It is to remain in force for a period of five years.

The broad purpose of this arrangement is to ensure the orderly development of trade in cotton textile products, so as progressively to increase the export possibilities, particularly of less-developed countries, while at the same time avoiding disruption of markets in importing countries. The full text of the long-term arrangement will be released at Geneva at 12 noon on Friday, February 16, 1962.

The Committee agreed upon a procedure for recognizing the special position of countries, such as the United Kingdom, whose industries have contracted substantially over the last decade as a result of imports of cotton textiles, particularly from less-developed countries and territories. Under this procedure, countries in this special position can ask to be relieved of their obligations under the new arrangement to provide increased access for cotton textiles to their markets.

Marking of Imported Raw Cucumbers Other than Gherkins

AN APPLICATION for an Order under the Merchandise Marks Act, 1926, to require that imported raw cucumbers, other than gherkins, should be marked with an indication of origin, has been referred for inquiry to the Standing Committee set up under the Act by the Minister of Agriculture, Fisheries and Food, the Secretary of State for the Home Department and the Secretary of State for Scotland.

Under the provisions of the Act, the Committee must in every case referred to them consider whether the goods should bear an indication of origin at the time of sale or exposure for sale. They also have discretion to consider and report whether the goods should bear an indication of origin at the time of importation.

The date of the Inquiry will be announced later; any representations should however be addressed as early as possible and **not later than March 30, 1962,** to Mr. G. L. Little, Secretary of the Merchandise Marks Standing Committee, Great Westminster House, Horseferry Road, London, S.W.1. (Telephone Victoria 8511, Extension 6297).

Tariff Applications on Lettuce, New Potatoes and Dried Peas

MR. FREDERICK ERROLL, President of the Board of Trade, announced in the House of Commons on February 9 that the Government had decided to increase the import duty on lettuce in March and April from 20s. per cwt. to 30s. per cwt.

In this connection, the Treasury have made the Import Duties (General) (No. 3) Order, 1962, which comes into operation on March 1, and has been published as Statutory Instruments 1962, No. 233.

Applications for increased duties on new potatoes in the first half of May and in July, and on dried peas, were rejected.

Imports of Fresh Grapefruit from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 997 dated February 14, 1962, announce that the quota for imports of fresh grapefruit from the Dollar Area for the period March 1, 1962, to September 30, 1962, will be repeated at £1,150,000 c.i.f. Licences will be valid only for the period stated above.

The Dollar Area comprises:

Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

The separate quota for imports of fresh grapefruit from Cuba during the calendar year 1962 is also being repeated at $70,000 f.o.b.

Licences under both these quotas will be issued on the basis of contracts placed with overseas suppliers and any importer who wishes to obtain a licence should apply (on form TIP/A or ILB/A) to the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, submitting documentary evidence that a firm order has been placed for delivery within the appropriate period. Importers are advised to check, before confirming an order, that sufficient of the quota is available for their requirements (telephone: Trafalgar 8855, Ext. 3178).

Agents and brokers to whom fruit from dollar sources other than Cuba is sent on consignment may also apply for licences to enable them to clear unsold shipments in their own name.

Imports of Pork from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 998 dated February 14, 1962, announce that the quota for imports of pork from the Dollar Area in 1962 will be 25,000 tons. Licences will cover 'Pork, chilled, fresh or frozen, falling under heading 02.01(A) of the Customs Tariff' and will be valid until December 31, 1962.

Applications will be considered from traders who held licences under the 1961 arrangements or from others who can establish a direct interest in the trade. Application forms (TID/A or ILB/A) should reach the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, by February 23, 1962. Page 1 should be completed; on page 2, only the desired amount of the licence, in tons, should be stated; on page 3 and copies, the applicant's name and address and the description of goods (as above) should be entered.

Importers are reminded that the issue of a licence by the Board of Trade does not relieve them from compliance with any other regulations or restrictions to which the goods may be subject, in particular the Animal Health Regulations.

Purchase Tax on Nesting Chairs

AFTER CONSULTATION with the trade the Commissioners of Customs and Excise have amended the description (on page 31 of Notice No. 78) of nesting chairs that are outside the scope of Group 11 of the Purchase Tax Schedule to read:

'un-upholstered nesting chairs, with or without un-upholstered arms.'

It should be noted, however, that nesting chairs which are designed or put up for garden use, e.g. with slatted, mesh or other open-work types of seats or backs remain chargeable under Group 16.

Hire Purchase, Credit and Finance

'Hire Purchase, Credit and Finance,' the seventh in a series of practical studies, has been published by Stevens & Sons, Ltd., London, Price. 55s.

THANKS

THE FOLLOWING letter received by the British Trade Commissioner in Ceylon was forwarded to the Board of Trade's Export Services Branch in recognition of their services rendered to Mr. W. A. D. Ramanayake, President of the Ceylon Institute of Builders:

'Having returned to the Island from my study cum holiday tour which mainly covered United Kingdom, France, Italy, Austria, West Germany, Holland, Belgium, Denmark, U.S.A., Japan, Hawaii, China, Hong Kong, Siam, Malaya and Singapore, I take this opportunity to express my grateful thanks to you for the invaluable assistance afforded to me through the kind officers of the Export department of the Board of Trade, London during my stay in the United Kingdom in August-October.

'The Board of Trade rendered me all facilities to contact business houses, institutions, factories etc., and the first hand knowledge gained by these is of immense value to me and the Ceylon Institute of Builders Inc.

'I have also conveyed before I left England, my appreciation and gratitude to the officials at Lacon House, London, who were untiring in serving me.'

Agricultural Equipment Producers Form Export Group

SIX FIRMS in the North of England, producing agricultural appliances, have formed an export group to market their combined products and develop overseas sales on a collective basis. Five of the firms are in Yorkshire: Teasdale and Metcalfe Ltd., Wetherby, (Managing Director: Captain Alborough Smith); Russell's (Kirby-moorside) Ltd.; A. C. Bamlett Ltd., Thirsk; John Cherry and Sons, Beverley; and the Tye Trailer and Co. Ltd., Hull Road, York. The other firm is the Humber Warehousing Group of Companies, Cammeringham, Lincolnshire. Their products cover a wide range of equipment from agricultural movers and potato planters to barrows and bale stackers and agricultural buildings.

When inquiries are received by a member firm relating to products which they cannot supply, they are passed on to others in the group. Also, while agency agreements continue to be the responsibility of individual firms, any other member is free to offer his own products through the export channels already opened by other firms in the group.

The group which meets under the chairmanship of Captain Alborough Smith holds regular meetings which are attended by a representative of the Board of Trade in Leeds. It has already had inquiries from agents in Turkey, the Sudan and Brazil. Included in the Group is a director of shipping of a Hull firm who gives members the benefit of years of practical experience in shipping.

Efforts are now being made by the group to encourage visits of trade delegations from overseas and from individuals, to visit member firms and attend events such as the Great Yorkshire Show, one of Britain's leading annual agricultural gatherings.

Captain Alborough Smith says: 'We decided to form the group because we realize how difficult it may be for some of the smaller firms to break into the export market on their own. We are encouraged by the results so far achieved and believe that as a group we may be able to make a contribution to some of the irrigation projects now in hand, especially in Uganda, Kenya and the Rhodesias.'

Purchase Tax Exemption on Young Children's Garments and Footwear

THE COMMISSIONERS of Customs and Excise have issued a revised edition of Notice No. 78A dealing with the purchase tax exemption of young children's garments and footwear. Further copies of the Notice may be obtained from local offices of Customs and Excise.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

U.K. Imports and Exports

Volume and Price Indices for the Fourth Quarter and Year 1961

THE VOLUME of United Kingdom trade in the fourth quarter of 1961 rose from the seasonally low figures for the previous quarter to give index numbers of 132 for imports (1954=100) and 127 for exports. During 1961 the import volume index averaged 135 showing a decrease of two per cent. from the high level during 1960. The 1961 average for exports stood at 125, an increase of two and a half per cent. above that for the previous year.

The volume of imports in the fourth quarter of 1961 was nearly six per cent. below the level of the corresponding period a year earlier reflecting decreases in the indices for all classes of commodities. The major part of the decline was due to falls in most divisions of the basic materials class although, within the manufactured goods class, there were also appreciable falls in the indices for iron and steel, non-ferrous base metals and the textile group. The decrease in the overall food, beverages and tobacco index was mainly attributable to falls in the indices for meat and meat preparations and for coffee, cocoa and tea, etc. Comparing the year 1961 with the previous year the fall of two per cent. in the overall index was due, in the main, to falls in most divisions of the basic materials class and to the two divisions of the manufactured goods class covering imports of iron and steel and non-ferrous metals; within this latter class, however, there was a fairly large increase in the index for non-electric machinery. The index for the mineral fuels and lubricants class also showed a substantial increase over the figure for the previous year.

In the fourth quarter of 1961 the export volume index was two per cent. higher than in the same quarter in 1960. The main increase was in the manufactured goods class reflecting, in particular, rises in the indices for non-electric machinery and chemicals. There were also increases in the overall indices for basic materials, food, beverages and tobacco, and in the metals group although, within the metals group, the higher indices for iron and steel and for non-ferrous metals were partly offset by a decrease in the index for metal manufactures. Comparing the year 1961 with 1960, most of the rise of 2½ per cent. was the result of increases in the manufactured goods class, notably, in the indices for both electric and non-electric machinery, for chemicals and for ships and boats. Within this class, however, there were considerable falls in the road vehicles and aircraft and in the textiles indices. The overall indices for the food, beverages and tobacco class and for the basic materials class both increased compared with the previous year but the index for mineral fuels and lubricants fell during this period.

The index of import prices at 96 in the fourth quarter of 1961 was the same as in the third quarter of the year. There was a slight rise in the average export price index in the fourth quarter of 1961 though the rounded index at 112 was the same as for the first three quarters of the year. At 85 the terms of trade improved slightly during the fourth quarter of 1961 to show a drop of one point in the rounded index below the third quarter. Compared with the previous year the terms of trade in 1961, at 86, improved three points.

The index numbers of volume of United Kingdom external trade given in tables 1 to 4 continue the series of indices calculated on base year 1954, which were introduced in articles in the *Board of Trade Journal* of December 10, 1955, and May 19, 1956. Table 5 gives quarterly import and export prices and terms of trade indices derived from the monthly index numbers which are regularly published in the *Board of Trade Journal*. The method of constructing these latter index numbers was described in the *Board of Trade Journal* of May 2, 1958.

Volume of Imports and Exports – Summary Tables

TABLE 1

Imports

Period	Total*		Index Numbers of Volume (1954 = 100)				
	Value as Declared	Estimated Value at 1954 Prices	Total*	Food, Beverages and Tobacco	Basic Materials	Mineral Fuels and Lubricants	Manufactured Goods
	£ million	£ million					
1954	3,379·2	3,379·2	100·0	100·0	100·0	100·0	100·0
1955	3,883·7	3,761·4	111·3	106·8	105·3	120·7	124·9
1956	3,886·1	3,732·2	110·5	108·6	102·0	115·3	124·5
1957	4,070·8	3,866·8	114·4	113·2	106·2	113·6	129·7
1958	3,779·5	3,861·6	114·3	119·0	93·8	123·8	131·5
1959	4,008·1	4,131·3	122·3	117·9	100·8	143·4	149·9
1960	4,574·4	4,661·1	137·9	121·1	109·5	156·7	201·4
1961	4,417·7	4,559·0	134·9	120·9	101·3	164·2	195·5
1958 1st Quarter	933·7	955·9	113·1	116·1	95·3	114·4	133·8
2nd Quarter	911·8	932·3	110·4	115·7	92·5	115·6	124·9
3rd Quarter	944·7	957·0	113·3	118·3	90·4	127·8	131·1
4th Quarter	989·3	1,016·4	120·3	125·8	97·1	137·2	136·4
1959 1st Quarter	943·2	984·0	116·5	122·1	93·5	134·1	130·1
2nd Quarter	992·8	1 040·1	123·1	117·0	100·7	153·6	148·3
3rd Quarter	988·1	1,008·8	119·4	109·4	101·3	143·6	151·5
4th Quarter	1,084·0	1,098·4	130·0	123·1	107·7	142·4	169·6
1960 1st Quarter	1,127·9	1,150·8	136·2	122·4	107·4	158·9	193·9
2nd Quarter	1,150·8	1,184·3	140·2	120·1	108·3	154·2	214·5
3rd Quarter	1,123·7	1,137·5	134·6	113·3	112·3	151·4	198·9
4th Quarter	1,175·0	1,188·6	140·7	128·7	109·9	162·2	198·5
1961 1st Quarter	1,159·1	1,203·5	142·5	124·2	111·3	179·2	205·3
2nd Quarter	1,125·2	1,158·1	137·1	120·7	106·0	162·0	198·1
3rd Quarter	1,048·9	1,078·7	127·7	114·9	94·1	154·8	186·6
4th Quarter	1,084·6	1,118·7	132·4	123·7	93·8	160·7	192·1

* From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions.

(*Continued on next page*)

Volume of U.K. Imports and Exports *(Continued)*

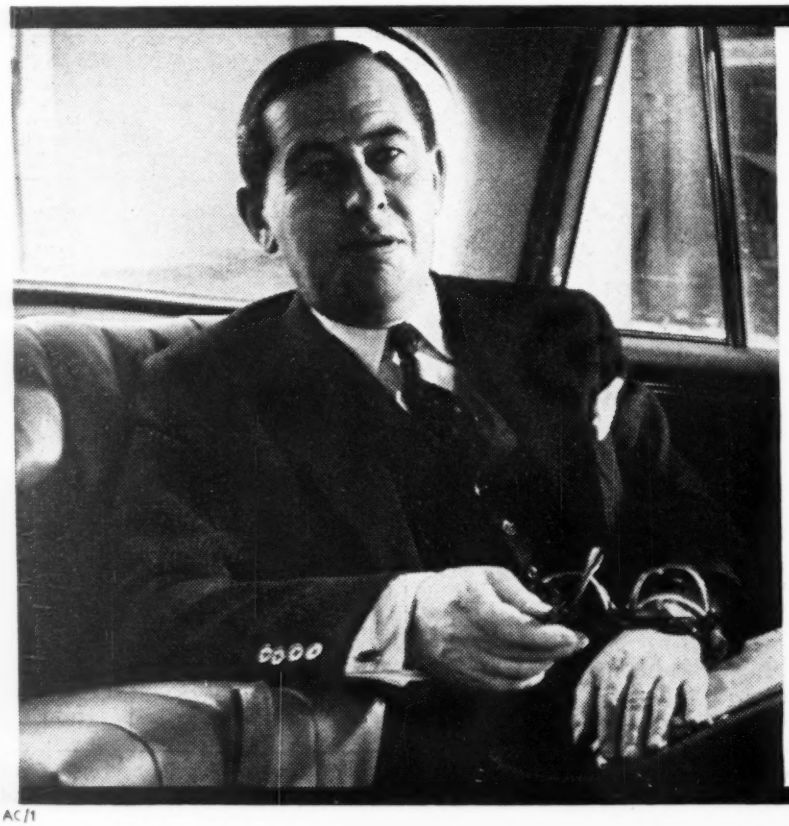
TABLE 2

United Kingdom Exports

Period	Total*		Index Numbers of Volume (1954 = 100)				
	Value as Declared	Estimated Value at 1954 Prices	Total*	Food Beverages and Tobacco	Basic Materials	Mineral Fuels and Lubricants	Manufactured Goods†
	£ million	£ million					
1954	2,674·7	2,674·7	100·0	100·0	100·0	100·0	100·0
1955	2,905·4	2,872·5	107·4	106·0	115·3	90·0	108·6
1956	3,171·5	3,034·6	113·5	115·3	119·3	92·0	115·0
1957	3,324·4	3,093·4	115·7	124·3	121·9	79·7	117·9
1958	3,208·0	2,980·8	111·4	120·6	121·9	81·8	113·1
1959	3,352·7	3,104·4	116·1	118·1	145·4	79·1	117·4
1960	3,580·3	3,265·8	122·1	122·6	132·2	92·8	124·0
1961	3,709·1	3,352·6	125·3	129·5	145·3	87·0	127·3
1958 1st Quarter	821·1	758·7	113·5	112·1	119·6	88·5	116·1
2nd Quarter	776·4	720·2	107·7	115·6	119·6	72·2	110·1
3rd Quarter	784·4	731·2	109·4	123·2	115·6	81·0	111·0
4th Quarter	826·2	770·7	115·3	131·7	132·6	85·6	115·1
1959 1st Quarter	796·5	739·3	110·6	98·8	149·3	83·8	112·1
2nd Quarter	851·3	786·3	117·6	111·0	155·1	71·2	120·3
3rd Quarter	796·6	744·3	111·3	121·7	133·6	69·8	112·7
4th Quarter	908·4	834·9	124·9	141·1	143·8	91·7	124·7
1960 1st Quarter	930·6	847·2	126·7	121·6	143·6	106·1	128·7
2nd Quarter	910·6	827·5	123·8	113·7	141·4	80·5	127·6
3rd Quarter	824·7	758·0	113·4	116·9	115·7	81·0	115·6
4th Quarter	914·4	833·1	124·6	138·3	128·1	103·4	124·3
1961 1st Quarter	943·6	855·5	127·9	120·7	148·2	92·1	131·3
2nd Quarter	941·2	849·8	127·1	115·4	147·5	81·8	131·1
3rd Quarter	881·2	797·0	119·2	135·8	136·6	77·8	120·6
4th Quarter	943·2	850·3	127·2	146·0	149·0	96·1	126·3

* From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions. † Index Numbers of volume of exports of main groupings of manufactured goods are given at foot of Table 4.

(*Continued on next page*)



. . . I must say we always get prompt service from our bank. They operate a system of decentralised control with a District Head Office in this area empowered to make major decisions. This not only saves time, it also enables us to negotiate with people who are familiar with local conditions here . . .

I'm glad we use Martins Bank

AC/1

Martins Bank Limited

Volume of U.K. Imports and Exports *(Continued)*

TABLE 3

Imports

* Class and Division	Value as Declared	Estimated Value at 1954 Prices	Value as Declared	Estimated Value at 1954 Prices	Index numbers of Volume						
	Fourth Quarter 1961	Fourth Quarter 1961	Year 1961	Year 1961	Year 1957	Year 1958	Year 1959	Year 1960	Year 1961	Fourth Quarter 1960	Fourth Quarter 1961
A. FOOD, BEVERAGES AND TOBACCO	£'000	£'000	£'000	£'000			(1954 = 100)				
1. Live animals chiefly for food	11,676	10,987	44,036	41,776	132	108	86	100	121	118	128
2. Meat and meat preparations	68,435	68,833	311,530	305,286	122	119	119	127	119	122	107
3. Dairy products, eggs and honey	41,351	50,902	158,217	199,157	105	118	116	118	124	124	127
4. Fish and fish preparations	11,508	8,919	42,872	33,114	138	190	198	161	150	196	161
5. Cereals and cereal preparations	52,020	57,449	213,326	244,004	121	143	142	136	137	136	129
6. Fruits and vegetables	60,670	59,615	250,978	239,378	105	118	116	120	121	111	120
7. Sugar and sugar preparations	19,090	25,281	74,770	95,878	116	107	102	93	93	85	98
8. Coffee, cocoa and cocoa preparations, tea and spices	42,915	56,107	167,131	222,967	102	100	94	99	103	115	103
9. Feeding stuffs for animals and food wastes	16,331	18,782	55,454	65,712	110	138	159	153	152	178	174
10. Miscellaneous food preparations	4,533	9,129	17,527	30,890	164	160	230	276	236	292	279
11. Beverages	12,127	11,228	46,919	42,804	133	130	141	160	178	191	187
12. Tobacco and tobacco manufactures	41,965	33,720	100,651	85,001	103	101	97	118	111	197	176
TOTAL, CLASS A	382,623	410,952	1,483,413	1,605,967	113	119	118	121	121	129	124
B. BASIC MATERIALS											
1. Hides, skins and fur skins, undressed	11,717	12,042	46,890	48,830	107	90	102	102	111	107	110
2. Oil-seeds, oil nuts and oil kernels	12,949	13,802	48,945	52,425	89	78	86	78	74	81	78
3. Rubber, including synthetic and reclaimed	14,116	13,143	71,998	62,455	139	142	106	128	124	123	105
4. Wood and cork	43,083	41,775	177,130	167,501	101	89	98	119	108	132	108
5. Pulp and waste paper	27,520	28,647	117,996	120,771	112	111	120	146	139	155	132
7. Wool and other animal hair and tops	29,113	38,357	144,561	188,542	100	98	115	97	95	89	78
8. Cotton	14,149	18,201	62,434	80,330	98	72	80	78	64	67	58
6 and 9. Other textile fibres and waste	10,877	9,943	39,088	34,396	117	97	115	115	96	122	111
10. Crude fertilizers and crude minerals, excluding fuels	10,655	11,077	43,870	45,674	103	95	95	126	129	130	125
11. Metalliferous ores and metal scrap	32,435	32,454	143,899	147,616	125	94	96	134	114	133	100
12. Miscellaneous animal and vegetable crude materials	9,721	8,359	37,694	32,793	92	101	95	107	92	114	94
13. Animal and vegetable oils, fats, greases, and derivatives	10,594	11,130	50,705	51,092	98	87	98	104	98	99	85
TOTAL, CLASS B	226,930	238,930	985,211	1,032,425	196	94	101	109	101	110	94
C. MINERAL FUELS AND LUBRICANTS											
TOTAL, CLASS C	114,679	132,241	483,631	540,393	114	124	143	157	164	162	161
D. MANUFACTURED GOODS											
1. Chemicals	39,444	39,802	167,209	168,009	109	117	139	170	165	171	156
2. Leather, leather manufactures and dressed furs	7,301	6,348	27,970	24,700	111	95	137	113	120	113	123
4. Wood and cork manufactures (excluding furniture)	14,363	15,461	57,325	62,080	119	120	141	170	159	173	158
5. Paper, paperboard and manufactures thereof	22,514	22,107	90,290	88,128	126	128	135	161	171	174	171
6-9. Textile yarns and manufactures (excluding clothing)	33,362	33,321	146,302	143,756	129	124	149	196	203	211	188
12. Iron and steel	13,134	11,365	49,045	41,305	215	139	137	311	148	247	163
13. Non-ferrous base metals	59,504	60,227	245,507	250,623	110	114	116	149	138	143	132
15. Machinery, other than electric	62,512	45,099	251,621	190,328	146	151	173	214	254	218	241
16. Electric machinery, apparatus and appliances	17,070	12,913	63,677	45,214	140	162	202	238	283	269	323
21. Clothing, footwear, travel goods and handbags	15,062	19,241	67,221	84,797	217	244	360	543	633	476	574
Other manufactured goods	68,664	64,509	260,574	246,213	*	*	*	*	*	*	*
TOTAL, CLASS D	352,930	330,393	1,426,741	1,345,153	130	132	150	201	196	198	192
TOTAL, ALL CLASSES (including Class E. Miscellaneous)	1,084,579	1,118,710	4,417,698	4,559,048	114	114	122	138	135	141	132

* Index numbers are not given for those divisions and classes in which trade is small or for which index numbers would not be significant. The values of such imports, both as declared and as estimated at the prices of the base year, are, however, included in computing index numbers for each class and for the total. From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions.

(Continued on next page)

Volume of U.K. Imports and Exports (*Continued*)

TABLE 4

Exports of Produce and Manufactures of the United Kingdom

* Class and Division	Value as Declared	Estimated Value at 1954 Prices	Value as Declared	Estimated Value at 1954 Prices	Index numbers of Volume						
	Fourth Quarter 1961	Fourth Quarter 1961	Year 1961	Year 1961	Year 1957	Year 1958	Year 1959	Year 1960	Year 1961	Fourth Quarter 1960	Fourth Quarter 1961
CLASS A. – FOOD, BEVERAGES AND TOBACCO	£'000	£'000	£'000	£'000	(1954 = 100)						
7. Sugar and sugar preparations	4,912	5,200	21,340	22,106	102	92	88	86	67	72	63
8. Coffee, cocoa and cocoa preparations, tea and spices	2,984	3,229	11,085	11,752	91	88	81	75	75	92	82
10. Miscellaneous food preparations	2,074	1,961	8,069	7,491	126	121	116	124	140	135	147
11. Beverages	25,729	27,129	85,548	88,928	131	141	156	168	193	217	236
12. Tobacco and tobacco manufactures	4,315	3,865	18,665	16,615	99	97	80	74	75	70	70
Other foods, etc.	18,127	16,401	62,674	58,102	*	*	*	*	*	*	*
TOTAL, CLASS A	58,141	57,785	207,381	204,994	124	121	118	123	129	138	146
CLASS B. – BASIC MATERIALS											
7. Wool and other animal hair and tops	17,335	22,004	70,913	90,818	123	126	143	136	144	123	139
Other basic materials	17,471	15,712	63,607	56,316	*	*	*	*	*	*	*
TOTAL, CLASS B	34,806	37,716	134,520	147,134	122	122	145	132	145	128	149
CLASS C. – MINERAL FUELS AND LUBRICANTS											
1. Coal, coke and briquettes	7,861	8,098	29,292	30,622	63	37	32	44	45	45	48
2. Petroleum and petroleum products	26,007	28,491	94,219	101,780	93	118	117	132	121	150	135
TOTAL, CLASS C	33,868	36,589	123,511	132,402	80	82	79	93	87	103	96
CLASS D. – MANUFACTURED GOODS											
1. Chemicals	82,582	104,121	325,020	406,761	137	135	155	181	199	194	204
2. Leather, leather manufactures and dressed furs	6,690	5,869	24,485	21,382	132	123	137	115	127	123	139
3. Rubber manufactures	12,478	10,681	47,802	40,772	107	105	115	121	127	126	134
4. Wood and cork manufactures (excl. furniture)	974	915	3,922	3,716	115	131	135	139	161	151	158
5. Paper, paper board and manufactures thereof	10,377	9,576	41,182	38,278	111	106	108	115	114	121	114
6. Woollen and worsted yarns and woven fabrics	19,543	19,273	81,784	80,412	110	95	106	104	96	102	92
7. Cotton yarns and woven fabrics	13,247	12,139	56,567	52,058	76	62	57	54	46	52	43
8. Synthetic fibre yarns and woven fabrics	8,574	8,142	31,591	29,089	85	70	69	70	73	65	81
9. Miscellaneous textile manufactures	20,272	19,393	79,435	76,062	97	88	88	94	85	96	87
10. Miscellaneous non-metallic mineral manufactures	17,651	15,895	69,559	62,989	103	102	102	106	107	110	108
11. Silver, platinum and jewellery	4,758	4,770	19,732	20,090	202	111	119	133	146	128	139
12. Iron and steel	51,504	50,030	211,729	200,814	133	117	132	144	148	140	147
13. Non-ferrous base metals	28,428	25,858	102,831	93,622	157	183	191	159	168	159	186
14. Manufactures of metals	40,277	32,645	159,463	128,751	102	87	88	91	87	98	89
15. Machinery other than electric	204,353	146,732	816,265	589,462	117	111	115	129	144	131	143
16. Electric machinery, apparatus and appliances	65,350	56,283	259,019	234,142	127	123	124	126	138	131	133
17. Railway vehicles	3,179	2,236	14,053	10,453	92	89	61	34	24	31	20
18. Road vehicles and aircraft	106,383	95,953	439,651	398,543	124	136	144	147	130	128	125
19. Ships and boats	15,486	12,686	88,653	73,156	149	113	87	93	145	103	101
20. Sanitary, plumbing, heating and lighting, fixtures and fittings; buildings, prefabricated; furniture	6,736	5,753	26,635	21,839	107	108	95	104	101	105	107
21. Clothing, footwear, travel goods and handbags	12,552	10,941	45,976	41,375	103	99	113	101	93	104	98
22. Scientific instruments; photographic and optical goods; watches and clocks	14,431	11,260	56,047	44,245	119	109	103	128	141	134	144
23. Miscellaneous manufactured articles	30,413	24,863	116,557	97,480	120	133	127	146	144	160	147
TOTAL, CLASS D	776,238	686,014	3,117,959	2,765,491	118	113	117	124	127	124	126
Metals (1)	120,209	108,533	474,023	423,187	123	115	122	123	125	125	128
Engineering products (2)	409,182	325,150	1,673,688	1,350,001	121	119	121	128	133	124	128
Metals and engineering products	529,391	433,683	2,147,711	1,773,188	122	118	122	127	131	124	128
Textiles (3)	61,636	58,947	249,377	237,621	92	79	79	80	73	79	73
Other manufactures	185,211	193,384	720,871	754,682	124	121	131	145	152	154	156
TOTAL, ALL CLASSES (including Class E) – Miscellaneous	943,188	850,290	3,709,095	3,352,628	116	111	116	122	125	125	127

* Index numbers are not given for those divisions and classes in which trade is small or for which index numbers would not be significant. The values of such exports, both as declared and as estimated at the prices of the base year are, however, included in computing the index numbers for each class and for the total. From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions.

(1) Export List Divisions D12, 13 and 14; (2) Export List Divisions D15, 16, 17, 18, 19 and 22; (3) Export List Divisions D6, 7, 8 and 9.

Volume of U.K. Imports and Exports *(Continued)*

Import and Export Prices

TABLE 5

1954 = 100

	Imports					Exports						* Terms of Trade
	Total	(Class A) Food Beverages and Tobacco	(Class B) Basic Materials	(Class C) Fuels	(Class D) Manufactured Goods	Total	Manufactured Goods (Class D) Total	† Metals	‡ Engineering Products	§ Textiles (excluding clothing)	Other	
1953	101	97	103	108	105	101	101	105	100	99	101	100
1954	100	100	100	100	100	100	100	100	100	100	100	100
1955	103	101	104	102	109	102	102	104	103	100	102	101
1956	105	101	106	110	110	106	106	112	107	99	104	99
1957	107	101	110	128	104	111	109	115	112	101	106	96
1958	99	97	96	112	101	110	111	118	115	101	105	90
1959	98	98	93	104	104	109	111	115	117	98	106	90
1960	99	97	96	98	107	111	114	118	120	102	106	89
1961	97	94	95	96	107	112	115	118	122	106	106	86
1958 1st Quarter	99	94	101	115	99	110	111	119	114	103	105	90
2nd Quarter	99	97	97	111	99	110	111	119	114	103	104	90
3rd Quarter	98	97	94	112	101	110	111	117	115	101	105	89
4th Quarter	99	99	91	110	103	109	111	117	116	98	105	91
1959 1st Quarter	98	98	91	109	102	109	111	117	116	98	105	90
2nd Quarter	97	96	91	104	104	109	111	116	116	97	105	89
3rd Quarter	98	97	94	101	104	108	110	113	117	97	106	91
4th Quarter	100	101	96	101	105	110	113	113	120	98	106	91
1960 1st Quarter	100	98	98	100	107	111	113	114	121	99	106	90
2nd Quarter	99	95	98	99	107	111	113	119	121	101	105	89
3rd Quarter	98	96	96	97	108	111	114	119	120	103	105	88
4th Quarter	99	99	94	96	107	111	114	118	120	104	107	89
1961 1st Quarter	97	95	94	96	107	112	115	118	121	106	106	87
2nd Quarter	98	96	96	96	108	112	115	117	121	107	106	88
3rd Quarter	96	91	96	95	106	112	115	118	122	106	106	86
4th Quarter	96	92	94	96	106	112	115	118	122	105	107	85

* Import price index as a percentage of the export price index.
† Export list Divisions D 12, 13 and 14. ‡ Export list Divisions D 15, 16, 17, 18, 19 and 22. § Export list Divisions D 6, 7, 8 and 9.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 9, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
All Night Long	Rank Film Distributors Ltd.	Rank Organization Film Productions Ltd.	Br/E 27166	91	February 5
Pathe Pictorial Series 365-377: *Pathe Pictorial No. 373*	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 27176	8	February 9
Pathe News 62-11	" "	" "	Br/E 26962	7	February 9
Pathe News 62-12	" "	" "	Br/E 26963	7	February 9
Movietone News 1704A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26909	7	February 9
Movietone News 1705	" "	" "	Br/E 26910	7	February 9
		FOREIGN			
Hungry for Love	Gala Film Distributors Ltd.	Zebra Film	F 27167	126	February 8
La Petite Culliere	" "	She Nouvelle	F 27168	10	February 8
A View from the Bridge	Paramount Film Service Ltd.	A Paul Graetz Production, Trans Continental Films S.A.	F 27169	114	February 9
Forever My Love	" "	Erma Film Production Company	F 27170	145	February 9
Kozmo Goes to School	" "	Paramount Pictures Corporation	F 27171	6	February 9
Gold Medal Divers	" "	" "	F 27172	9	February 9
Cane and Able	" "	" "	F 27173	6	February 9
Cape Kidnaveral	" "	" "	F 27174	6	February 9
Munro	" "	" "	F 27175	9	February 9

Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

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Wholesale Price Index Numbers

Wholesale Prices of most manufactured products continue steady

WITH THE EXCEPTION of some increases in the prices of materials used in, and products of, the food processing industries, there were few significant changes in wholesale prices in January. Prices of manufactured products, other than those of the food and drink industries, have shown very little change for almost a year and in January this year they were only 0·6 per cent. higher than in last March.

Basic Materials and Fuel

Higher prices of materials for the food manufacturing industries were responsible for most of the rise in the basic materials index in January. The average prices of materials for the non-food manufacturing industries were little changed from the October level and slightly lower than a year earlier. Among non-food materials a rise in the price of raw rubber in January compared with December was offset by slightly lower prices for imported softwood. Dearer coal was responsible for the small rise in the fuel index.

Materials and Fuel used in Broad Sectors of Industry

The increase in the provisional index of materials and fuel used in the food manufacturing industry in January is mainly attributable to rises in the prices of raw sugar and home-produced meat for processing. There were small increases in the average prices of materials and fuel used in the chemical industries and in house

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1961												1962
		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Order III to XVI	Basic materials and fuel used in manufacturing industry	100·6	100·7	100·9	101·5	101·5	100·7	100·6	100·7	100·2	99·4	100·1*	100·5*	101·0*
	Basic materials	96·6	96·6	96·8	97·4	97·5	96·6	96·5	96·5	95·9	95·0	95·6*	96·1*	96·6*
	Fuel	131·8	131·8	132·7	132·7	132·2	132·2	132·6	133·8	133·8	133·8	134·2*	134·2*	135·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	94·7	93·9	93·1	93·8	93·7	92·8	92·7	92·4	91·6	90·8	92·9*	94·3	96*
263 to 277	Materials and fuel used in the chemical and allied industries.	107·1	108·3	108·8	109·1	108·8	108·0	107·6	107·6	107·2	106·3	105·8*	105·9*	106·2*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	126·6	127·0	127·7	127·8	128·4	128·3	128·6	128·7	128·7	128·4	128·4*	128·9*	128·6*
361	Materials and fuel used in the electrical machinery industry.	116·7	116·9	117·3	117·5	118·5	118·7	118·9	118·9	118·9	118·8	118·8*	119·0*	118·9*
Order X	Materials and fuel used in the textile industries	92·6	94·0	94·3	94·7	95·3	93·5	92·8	92·7	92·0	91·1	91·1*	90·9*	90·8*
Order XIV	Materials and fuel used in the timber industries	112·2	111·4	111·7	111·6	111·4	111·5	111·5	111·7	111·5	110·8	110·8*	110·9*	110·4*
Order XV	Materials and fuel used in the paper industries	108·1	108·3	108·6	108·6	109·1	108·9	108·6	108·7	108·6	108·6	107·9*	107·6*	107·7*
Order XVII	Construction materials	116·4	116·8	117·3	117·4	117·8	118·0	118·8	118·9	118·8	119·1	119·3*	119·4*	119·5*
Part of Order XVII	House building materials	116·3	116·6	117·2	117·3	117·6	117·8	118·6	118·6	118·6	118·9	119·1*	119·1*	119·5*

2. Output of Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1961												1962
		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	All manufactured products: Total sales	114·4	114·4	115·0	114·9	115·3	115·4	115·7	116·4	116·5	116·5	116·8*	116·9*	117·1*
	Home market sales	114·3	114·6	115·1	115·2	115·5	115·8	116·1	116·9	117·1	117·1	117·3*	117·5*	117·7*
211 to 229	Products of the food manufacturing industries: Home market sales	106·7	106·4	106·4	107·1	107·6	107·3	107·2	107·2	107·1	107·2	107·9	108·3*	109·5*
263 to 277	Chemicals and allied industries: Total sales	102·4	103·6	103·9	104·0	103·6	103·2	102·7	102·9	102·6	102·4	102·8*	102·9*	102·8*
	Home market sales	104·8	105·3	105·4	105·4	105·5	105·2	104·7	105·2	105·0	104·7	104·8*	104·9*	104·9*
311 and 312	Iron and steel industries: Total sales	126·0	125·8	125·7	125·5	125·2	125·9	126·6	126·1	126·4	126·4	126·4	126·7	126·2*
	†Home market sales	128·9	128·9	128·9	128·9	129·0	129·4	130·2	130·2	130·2	130·2	130·3	130·7*	130·2*
Order X	Textile industries other than clothing: Total sales	104·8	104·4	105·3	105·4	105·6	104·6	105·1	104·7	104·7	104·0	104·3	104·4*	104·4*
	Home market sales	103·4	103·8	104·4	104·3	104·6	104·2	104·2	103·9	104·0	103·9	103·5	103·7*	103·6*
Order XII	Clothing and footwear: Home market sales	108·0	108·2	108·3	108·5	108·7	108·9	109·1	109·2	109·3	109·3	109·5	109·5*	109·7*
Order XIV	Timber industries: Home market sales	109·8	110·0	110·1	110·2	110·3	110·3	110·3	110·6	110·6	110·7	110·9*	111·0*	111·9*
481 to 483	Paper industries: Home market sales	108·4	108·7	109·2	109·4	109·5	109·8	110·2	110·2	110·5	110·5	110·8*	110·9*	111·0*
Order XVII	New constructions‡			116			116			116			120*	

* Provisional figures.

† The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table 3 (a) of this article under the title 'Other steel goods (excluding tubes).'

‡ Index of building costs; figures relate to average for the quarter.

Wholesale Price Index Numbers (*Continued*)

building materials. On the other hand there was a fall in the provisional index of materials and fuel used in the timber industries, reflecting lower prices for softwood and hardwood. Little change was recorded in the average prices of materials and fuel used in the other broad sectors of industry – the indices of materials and fuel used in the mechanical engineering and electrical machinery industries, minor fluctuations apart, have been steady for the last six months.

Output of Broad Sectors of Industry

The increase in the average prices of products of the food manufacturing industry was largely a reflection of rises of about 5·0 per cent. in the prices of both bacon and granulated sugar. The provisional index for sales of the timber industries was higher than in December mainly due to increased average prices for joinery and domestic furniture. On the other hand average prices of home market sales of the products of the iron and steel industries fell slightly under the influence of a reduction in the prices of some finished steels.

There was little change in the average prices of the products of other broad sectors of industry.

Introduction of New Sector Indices

In the annual article on wholesale prices published in the *Board of Trade Journal* on February 2, 1962, four new sector price indices were introduced, i.e.:

Materials and fuel used in the chemicals and allied industries
Materials and fuel used in the timber industries
Materials and fuel used in the paper industries
Timber industries – Home market sales

Monthly index numbers for these series appear for the first time in this issue. Tables 1 and 2 contain the figures from January 1961 onwards and the following table gives detail for the years 1957-1960.

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Annual Average
Materials and fuel used in the chemicals and allied industries.	1957	114·8	114·6	114·5	114·9	113·4	111·7	112·2	112·3	112·2	111·3	111·2	110·9	112·4
	1958	107·8	107·5	107·5	108·0	108·1	107·7	107·4	106·9	106·2	106·0	107·3	107·4	107·3
	1959	107·3	107·3	107·2	107·4	108·3	108·4	106·4	106·2	107·1	108·2	108·1	107·8	107·5
	1960	108·7	109·0	108·7	108·1	108·2	107·8	106·9	106·9	106·4	106·5	106·6	106·7	107·5
Materials and fuel used in the timber industries	1957	107·5	107·7	107·8	107·4	107·2	107·1	107·7	107·8	108·0	108·0	108·1	107·8	107·7
	1958	107·4	106·6	106·2	105·9	105·1	104·9	104·3	104·1	102·8	101·9	101·3	101·2	104·3
	1959	100·8	100·1	100·0	99·9	100·4	100·4	100·7	101·0	101·6	101·9	102·7	101·3	100·9
	1960	103·8	104·7	105·3	105·9	107·1	109·2	109·5	109·5	109·5	110·0	110·2	110·2	107·9
Materials and fuel used in the paper industries	1957	111·5	111·5	111·2	111·5	110·9	110·9	111·0	111·5	111·0	110·7	110·8	110·5	111·1
	1958	108·4	108·4	108·4	108·3	108·4	107·6	107·7	107·5	106·9	105·7	105·8	105·9	107·4
	1959	105·5	105·3	105·4	103·7	103·5	103·7	103·7	103·7	103·5	103·7	103·7	103·8	104·1
	1960	103·8	104·2	104·1	104·3	104·4	104·8	105·3	105·5	105·5	106·5	106·6	106·8	105·2
Timber industries: Home market sales	1957	107·5	107·9	108·0	108·0	107·8	107·8	107·9	107·7	107·8	108·0	108·2	108·1	107·9
	1958	108·2	107·8	107·6	107·2	106·6	106·6	106·3	106·0	105·7	105·5	105·3	105·3	106·5
	1959	104·6	104·5	104·5	104·3	104·9	105·1	105·1	105·1	105·0	105·2	104·8	105·1	104·9
	1960	105·3	105·7	106·0	106·1	107·1	108·1	109·0	109·2	109·6	109·8	109·9	109·9	108·0

(*Continued on next page*)

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Wholesale Price Index Numbers (*Continued*)

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. For instance, 'Other steel goods (excluding tubes)' are a principal product of the steel industry, minimum list heading 311/2 of the Standard Industrial Classification. The Standard Industrial Classification references appear in the article on wholesale price index numbers published in the *Board of Trade Journal* of February 13, 1959.

(monthly averages)

	1961												1962
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Coal†	147·1	147·2	147·2	147·3	142·5	142·5	142·5	142·5	142·3	142·5	147·2	147·3*	149·4*
Slates	139·2	139·2	139·2	139·2	139·2	141·1	141·1	141·1	141·1	141·1	141·1	141·1	141·1
Salt	107·2	107·2	107·2	107·2	107·2	107·2	107·2	107·2	107·2	107·2	107·2	112·9	113·6
Flour	104·6	104·6	104·6	106·5	107·7	107·7	107·7	108·7	110·9	110·9	112·2	113·0	113·0*
Sugar, refined	109·8	108·1	107·8	111·1	113·8	111·3	108·4	108·1	108·5	107·6	106·6	104·9	110·4
Chocolate and sugar confectionery	101·8	101·8	101·7	101·8	102·0	102·0	102·0	102·0	101·8	101·7	101·7	101·7	101·9*
Beer	92·2	92·2	92·4	92·5	92·7	94·8	96·8	100·0	101·1	101·1	101·0	101·0*	101·0*
Tobacco and cigarettes	115·4	115·4	115·4	115·4	115·4	117·0	119·2	126·8	126·8	126·8	126·8	126·8	126·8
Hard coke	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8	163·8
Motor spirit, standard grade (including duty)	102·8	102·8	102·8	102·8	102·8	102·8	104·1	109·4	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	119·4	119·4	119·4	127·9	138·9	138·9	139·3	140·8	140·8	140·8	140·8	140·8	140·8
Lubricating oils and greases	114·2	116·0	116·4	119·4	121·0	121·5	121·5	121·5	121·5	121·5	122·2	122·2	122·6*
General chemicals	103·9	103·9	103·9	103·9	104·0	103·8	103·7	103·7	103·7	103·7	103·7	103·4*	103·3*
Pharmaceutical chemicals	83·4	83·3	81·7	81·5	81·4	81·1	80·9	78·9	78·8	78·7	77·3	76·5*	75·6*
Pharmaceutical preparations‡	98·0	97·9	97·1	97·1	97·0	97·0	97·5	98·6	98·9	99·3	99·3	99·3	99·6
Toilet preparations	117·9	117·9	118·0	118·0	118·8	118·6	119·5	120·1	120·1	120·1	120·1	120·2*	120·9*
Paint for building and decorating	108·1	109·1	109·0	109·2	110·2	110·3	110·6	110·6	111·0	111·9	112·6	112·8*	112·9*
Soap	129·0	129·6	129·6	129·6	129·0	129·0	128·6	129·1	128·9	130·6	132·8	133·4	133·4*
Soapless detergents	103·5	103·6	103·6	103·6	103·6	103·6	97·8	97·8	97·8	97·8	97·8	97·8	98·4*
Synthetic resins and plastics materials	83·5	83·5	83·3	83·1	82·5	82·3	81·9	80·2	79·7	79·5	78·7	78·7*	78·6*
Steel sheets	126·3	126·1	126·1	126·1	126·1	126·6	127·4	127·2	127·2	127·0	127·0	126·8	126·8*
Tinplate	113·8	113·8	113·8	113·8	113·8	114·3	115·0	114·9	114·9	115·4	115·4	115·4	115·4*
Other steel goods (excluding tubes)	129·0	129·0	129·0	129·0	129·2	129·6	130·6	130·6	130·5	130·6	130·6	131·2	130·6*
Steel tubes	133·4	133·6	133·7	133·7	133·7	134·0	134·4	134·3	134·3	133·7	133·7	133·7	132·5
Iron castings	137·5	139·0	139·4	139·4	139·5	140·3	140·4	140·1	140·3	140·3	140·4	140·3	140·3*
Aluminium and aluminium alloy products: Extruded and drawn	130·6	132·3	132·3	132·3	132·3	132·3	132·3	132·3	132·3	132·3	132·3	132·3	132·3
Rolled	131·0	132·4	132·4	132·4	132·4	132·4	132·4	132·4	132·4	132·4	132·4	132·4	131·9
Castings	127·4	128·8	128·8	128·8	128·8	128·8	128·8	128·8	128·8	128·8	128·8	128·8	128·8
Forgings	124·4	124·4	124·4	128·7	128·7	128·7	128·7	128·7	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35 B.S. 1400:B.3, delivered	102·5	103·6	104·9	105·7	109·8	108·1	105·5	105·3	104·2	101·7	102·4	103·1	102·8
Photographic paper and films, etc.	116·6	117·3	117·5	117·5	117·5	117·5	117·5	117·5	117·5	117·8	117·8	117·8*	117·8*
Spectacles, etc.	111·5	111·5	111·5	111·5	111·5	111·5	111·5	111·5	115·6	115·6	115·5	115·6	115·6*
Dental goods	120·1	120·1	120·3	123·0	124·1	124·6	124·7	124·7	124·7	125·7	125·8	125·8*	125·8*
Gramophone records	111·3	111·3	111·3	111·3	111·3	111·0	111·5	115·7	115·7	115·7	115·7	115·7	115·7*
Domestic electrical appliances	102·3	102·3	102·3	102·3	102·1	101·8	101·8	101·8	101·8	101·8	101·8	101·6*	101·8*
Perambulators, etc.	116·3	116·3	116·3	116·3	116·3	116·6	116·6	116·6	116·6	116·6	116·6	116·6*	116·6*

* Provisional figure.
† The index for coal is based on prices ruling on the last day of each month.
‡ Revised figures for 1961.

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Wholesale Price Index Numbers (*Continued*)

3 (a) Commodities Produced in the United Kingdom (*Continued*)

	1961												1962
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Tools and implements	133·3	133·3	135·6	137·1	137·1	137·9	137·9	137·9	138·2	140·5	140·5	141·6	141·6*
Cutlery	126·7	127·0	127·0	127·0	127·0	126·7	127·2	127·1	127·1	127·1	127·8	127·8	127·8
Cutlery (other than razors and razor blades)	122·9	122·9	122·9	122·9	122·9	122·9	123·9	121·8	121·8	121·8	123·9	123·9	123·9
Spoons and forks	126·9	126·9	126·9	126·9	126·9	126·9	127·2	127·2	127·2	127·2	127·2	127·2	132·7*
Galvanized cisterns, tanks and cylinders	126·9	126·9	132·9	132·9	132·9	132·9	132·9	132·9	132·9	132·9	136·2	139·0	139·0
Domestic hollow-ware	132·5	133·2	134·0	134·1	134·6	135·4	137·6	138·1	138·1	138·3	138·3	138·3	138·3
Domestic gas appliances	106·4	107·6	107·6	108·2	108·2	108·2	108·2	108·2	108·3	108·3	108·3	108·3	108·3
Cotton yarn	102·4	102·8	101·9	101·6	100·6	99·4	98·3	97·4	96·4	95·7	94·7	94·0	92·5
Spun rayon yarns	100·9	100·9	100·9	100·9	100·9	100·5	100·0	99·1	99·1	95·6	95·3	95·0	93·8*
Irish linen yarns (wetspun)	101·3	101·4	101·4	101·3	101·1	101·1	101·1	101·1	101·1	101·1	101·1	101·1	101·1*
Cotton cloth	108·4	108·7	108·7	108·2	108·0	107·5	107·3	106·7	105·6	104·2	102·9	102·8	100·9*
Linen	102·7	102·7	103·0	103·0	103·0	103·0	103·0	103·0	103·0	103·0	103·8	103·8	103·8*
Rayon and acetate fabric	122·0	122·0	124·4	124·4	124·4	124·4	124·4	124·4	124·4	124·4	124·4	124·4	124·4*
Wool tops	73·7	76·0	76·8	79·1	82·6	81·6	80·6	80·6	80·5	77·4	77·4	77·0	76·2
Worsted yarns	84·5	87·5	88·0	89·8	92·1	91·2	90·4	90·5	90·6	88·2	88·2	88·2	87·8
Harris tweed	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7	93·7
Serge cloth	87·0	87·9	88·9	89·6	91·2	91·5	90·9	90·2	91·5	90·6	90·2	90·5	90·1
Jute yarn	150·3	153·2	158·5	158·5	158·5	140·8	134·8	131·4	118·5	123·2	119·7	118·2	116·5
Jute piece-goods	140·0	142·3	146·5	146·5	146·5	132·5	127·7	125·0	114·8	118·5	115·0	113·2	111·9
Rope, twine and net	114·5	114·7	114·7	112·9	112·8	112·9	112·1	112·0	111·8	112·2	112·6	111·2	111·2
Hosiery and other knitted goods	94·7	94·6	94·6	94·7	94·8	95·0	95·1	95·1	95·3	95·3	95·4	95·6	95·6*
Carpets and rugs	113·7	113·7	113·8	113·8	113·8	113·8	113·8	113·8	113·8	113·8	113·8	113·8*	113·8*
Canvas goods and sacks	112·4	115·2	117·2	111·3	108·6	102·7	106·4	102·8	102·8	105·2	102·8	105·0	103·5
Leather for footwear	105·9	105·5	106·8	107·3	108·6	108·2	108·3	108·1	107·9	107·9	107·9	107·9*	107·9*
Travel goods	116·0	116·7	116·7	116·7	116·7	116·7	117·3	117·3	117·3	117·3	117·3	117·3	117·2*
Made-up clothing	107·3	107·5	107·7	107·9	108·1	108·2	108·5	108·5	108·6	108·5	108·8	108·8*	108·9*
Weatherproof outerwear	99·0	99·2	99·8	100·4	101·5	101·6	101·6	101·6	101·5	101·5	101·7	101·7	101·6*
Men's and boys' tailored outerwear	110·3	110·3	110·3	110·3	110·3	110·3	110·5	110·5	110·5	110·5	110·5	110·5	110·6*
Women's and girls' tailored outerwear	103·7	104·4	104·4	104·4	104·7	104·8	105·0	105·1	105·2	105·2	105·3	105·3	105·3*
Women's and girls' light outerwear	105·4	104·9	104·9	105·5	105·6	105·7	105·8	105·8	106·0	106·0	107·1	107·1	107·5*
Footwear (excluding rubber)	109·5	109·6	109·7	109·7	109·8	110·0	110·0	110·1	110·4	110·6	110·7	110·7	110·8*
Refractory goods, including bricks	128·7	129·0	129·4	129·4	129·4	129·4	129·4	129·4	129·4	129·4	129·4	129·4	129·4*
Non-refractory goods, including bricks	121·6	121·6	121·7	121·6	121·7	121·7	122·1	122·1	122·1	122·6	122·6	122·6	123·0
Building bricks, common, other than flettons, *ex works*	123·5	123·7	123·8	123·8	124·0	123·9	123·9	124·0	124·0	124·0	124·0	124·0	124·0
Building bricks, fletton, common, *delivered*	117·5	117·5	117·5	117·5	117·5	117·5	117·5	117·5	117·5	115·8	115·8	115·8	115·8
Electrical porcelain	117·4	117·4	117·4	117·4	117·4	117·4	121·3	122·5	122·5	122·5	122·5	122·5	122·5
Domestic china and earthenware	125·7	125·7	125·7	126·9	126·9	126·9	128·0	128·1	128·4	128·4	128·4	128·4	128·4
Glass (other than containers)	122·8	123·2	123·1	123·1	123·4	123·4	123·4	123·4	123·4	123·9	124·1	124·6*	126·2*
Glass containers	116·5	116·5	116·5	116·5	116·5	116·5	116·6	122·2	122·2	122·2	122·3	122·3	122·3*
Cement, delivered	114·6	115·3	115·3	115·3	118·5	118·5	119·9	120·0	120·0	120·0	120·0	120·0	120·0
Abrasive paper and cloth	115·9	123·4	123·4	123·4	123·4	123·4	123·4	123·4	123·4	123·4	123·4	123·4	123·4
Cast stone and cast concrete products	103·3	103·3	103·3	104·8	104·8	104·8	107·9	107·9	107·9	108·9	108·9	108·9	108·9
Homegrown hardwood	95·4	96·8	96·8	96·8	98·2	98·2	98·2	101·6	101·6	101·6	101·8	101·8	101·8*
Domestic furniture	113·4	113·6	113·6	113·6	113·7	113·6	113·6	113·8	113·8	113·8	114·0	114·1*	115·1*
Bedding, etc.	105·8	105·8	105·8	105·8	105·8	105·8	105·8	105·9	106·0	106·0	105·0	106·0	107·4*
Wooden boxes, packing cases, crates, etc.	113·6	113·6	113·8	113·8	113·9	113·8	113·8	113·8	113·6	113·6	113·8	114·1	114·1
Paper and board	109·5	109·7	110·1	110·1	110·0	110·0	109·9	109·6	109·6	109·6	109·7	109·6	109·6*
Cardboard boxes, cartons and fibreboard packing cases	105·1	105·2	105·4	105·4	105·8	106·8	108·2	108·5	108·9	109·0	109·1	109·4	109·3*
Wallpaper	123·5	123·5	123·5	123·5	123·5	123·5	123·5	123·5	123·5	123·5	131·2	131·2	131·2
Paper bags	108·3	112·2	112·2	112·2	112·2	112·2	112·2	112·2	112·2	112·2	112·2	112·2	112·2
Manufactured stationery	112·3	112·3	113·7	114·6	114·6	114·7	114·7	114·7	115·9	116·3	116·3	116·3	118·1
Other manufactures of paper and board	103·2	103·2	104·0	105·4	105·6	105·6	105·6	105·5	105·6	104·5	104·4	104·4	104·4
Rubber tyres and tubes	124·3	123·2	123·2	123·2	123·2	123·2	123·2	123·2	123·2	121·1	121·1	121·1	121·1

* Provisional figure.

(*Continued on next page*)

Wholesale Price Index Numbers (*Continued*)

3 (a) Commodities Produced in the United Kingdom (*Continued*)

	1961												1962
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Rubber goods (other than tyres and tubes)	118·1	118·3	117·9	117·7	117·7	117·9	117·9	117·9	117·9	117·9	118·8	118·8	118·9*
Rubber footwear	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5	126·5
Linoleum and felt base	124·8	124·8	125·2	125·3	125·3	125·3	125·3	132·2	132·2	132·2	132·2	132·2	132·2
Brushes and brooms	123·4	124·8	124·8	125·0	125·0	125·0	125·9	126·0	126·0	126·0	126·0	126·0	126·0*
Toys and games	113·4	114·7	114·7	114·7	114·8	114·6	114·6	114·7	114·7	114·7	114·7	114·7	114·8*
Sports equipment	124·7	124·8	124·8	124·8	125·2	125·2	125·2	125·2	125·2	126·2	126·2	128·5	128·5
Pens and pencils	109·4	109·4	109·5	110·1	110·7	110·7	111·7	112·7	112·8	112·8	112·8	112·8	112·6*
Other stationers' goods	125·5	125·5	125·5	125·5	125·5	125·5	115·5	125·5	125·5	125·5	125·5	125·5	125·5
Plastic mouldings	102·1	102·2	102·2	102·5	102·4	102·1	102·1	102·1	101·9	101·9	101·9	101·9*	102·1*

3 (b). Commodities Wholly or Partly Imported into the U.K. — 1954 = 100

(monthly averages)

	1961												1962
	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Hides and skins	99·1	98·7	104·4	106·3	106·0	104·7	103·1	104·9	104·7	100·9	99·8	98·8	98·8*
Imported	107·1	107·3	112·7	112·4	109·5	107·7	108·4	112·2	113·3	107·7	108·2	106·9	107·8
Native	87·1	86·0	92·0	97·3	100·7	100·1	95·2	93·9	92·0	90·6	87·1	86·8	88·2*
Non-ferrous metals:													
Aluminium, virgin ingot, delivered	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2	119·2
Copper, ex-ship, wharf or warehouse	88·5	90·0	90·6	92·2	97·5	95·1	92·4	92·9	92·2	92·0	92·2	92·5	92·7
Lead, ex-ship, wharf or warehouse	66·1	67·7	68·4	69·5	69·1	67·1	67·2	67·1	66·3	64·9	62·6	62·7	61·3
Nickel, refined, delivered	123·3	123·3	123·3	123·3	123·3	123·3	135·6	135·6	135·6	135·6	135·6	135·6	135·6
Tin, ingot, min. 99·75 per cent., settlement price	108·8	110·1	113·1	116·3	119·7	124·2	126·9	131·3	132·4	131·3	133·9	131·9	131·5
Zinc, ex-ship, wharf or warehouse	101·2	105·8	108·1	107·2	105·3	101·0	99·5	97·7	94·5	91·9	88·9	91·2	89·7
Oil, resins and gums:													
Linseed oil, crude, naked, ex-works	128·5	140·2	142·3	142·8	137·8	139·0	154·6	155·0	152·0	150·6	145·0	149·7*	149·7*
Palm oil, c.i.f., in bulk	98·3	100·0	101·7	102·3	102·3	102·4	100·4	99·4	99·4	99·4	99·4	99·4	99·4*
Whale oil, acid, soft, naked, ex-works	115·9	115·9	115·9	115·9	115·9	115·9	106·5	81·9	73·6	65·8	59·2	61·4*	61·8*
Pyrites, c.i.f., United Kingdom ports	61·5	61·5	61·5	61·5	60·8	61·5	64·9	64·9	64·9	62·8	62·8	63·5	62·8
Rubber, No. 1 R.S.S., one month future	123·9	118·0	125·1	128·4	131·1	124·2	123·4	125·0	126·7	121·2	112·3	114·8	118·2
Sulphur, crude (for acid making), c.i.f.	71·7	71·7	71·7	71·7	71·7	71·7	72·1	72·1	72·1	72·1	72·1	72·1	74·8
Textiles:													
Coir yarn, c.i.f. United Kingdom ports	137·6	145·3	145·4	148·7	147·5	147·8	151·1	157·4	158·9	162·3	164·1	162·2	158·7
Cotton, raw	75·8	75·8	75·9	75·5	75·0	74·9	74·3	73·7	73·9	74·0	74·2	74·5	74·7
Jute, raw, 'Mill Lightnings,' c.i.f. Dundee	207·9	218·1	223·7	200·7	196·3	157·5	156·0	148·4	143·3	148·0	140·6	140·3	138·0
Silk, raw, delivered mill	105·6	102·7	105·1	101·7	105·1	105·5	107·8	111·5	107·8	105·3	105·4	101·1	100·9
Sisal, East Africa No. 1 Grade, c.i.f. London	120·2	118·6	116·5	112·7	111·4	109·8	107·1	105·2	102·5	98·9	94·4	100·9	105·6
Wool, raw	71·6	74·2	74·4	78·3	80·5	79·4	77·8	78·6	77·2	74·2	74·6	73·7	73·5*
medium and coarse, Crossbred	85·9	88·1	86·3	89·4	91·1	88·0	88·0	89·8	89·8	87·2	86·7	85·4	84·1
fine, Crossbred	73·9	75·7	75·2	79·6	82·6	81·6	80·3	80·6	79·7	75·7	76·3	74·8	74·3
Merino, c.i.f. United Kingdom	63·9	67·0	67·8	72·4	74·8	74·1	71·8	73·0	70·9	67·3	68·0	67·3	67·3
Timber:													
Imported hardwood (ex-yard or wharf)	112·6	113·0	113·1	112·6	112·3	112·4	112·1	112·0	111·8	111·7	111·6	111·5	111·0*
Imported plywood (delivered to consumers)	99·5	99·5	99·7	99·7	99·3	98·9	98·7	98·8	99·1	99·1	99·0	99·0	99·0*
Imported softwood (delivered to consumers)	107·3	107·3	107·5	107·3	107·9	107·6	107·7	107·6	107·3	106·6	106·7	106·8	105·5
Woodpulp, imported	101·1	101·0	101·0	101·0	101·0	101·0	100·5	100·4	100·4	98·9	98·7	98·3	97·8*

* Provisional figure.

Notes on Wholesale Prices

In future, the notes on index numbers of wholesale prices (1954 = 100) will be published only in the annual article, which normally appears in February. They were last published in the issue of February 2, 1962.

Correspondence about wholesale price index numbers should be addressed to the Director of Statistics, Board of Trade, Horse Guards Avenue, London, S.W.1. Telephone inquiries should be made to Chancery 4411, Ext. 806 or 41.

Questions in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament.

Thursday February 8

Marking of Goods from Hong Kong

Asked by what authority goods made in Hong Kong were required to be imprinted as Empire Made and not Made in Hong Kong; and, in view of the concern of Hong Kong industrial interests about this, if he would take action to enable Hong Kong manufacturers to affix the more accurate indication of origin to their goods, Mr. Frederick Erroll, President of the Board of Trade, said: 'There is no such requirement. Goods manufactured or produced in Hong Kong which are required by the Merchandise Marks Act, 1926, to be marked with an indication of origin, may, at the option of the person marking them, be marked either "Empire" or "Made in Hong Kong".'

Friday February 9

World Commodity Prices

The President was asked if he would set out in tabular form, the percentage reduction between 1953 and 1961 of world commodity prices; and if he would give the same figures for the commodity prices charged to manufacturing industry in the United Kingdom.

Replying, Mr. Erroll gave the following information:

Changes in Commodity Prices

World commodity prices (1) . . .	1953 to 1961	— 9 per cent.
	1954 to 1961	—12 per cent.
Prices of basic materials and fuel used in United Kingdom manufacturing industry (2)	1954 to 1961	+ 1 per cent.

(1) United Nations index; 1961 represented by average of first three quarters.
(2) Comparable figures are not available for 1953.

Comparison of the figures shown in the table did not reflect a difference between the change in prices charged to British manufacturers and the change in prices charged to manufacturers in other countries, mainly because of differences in the composition of world trade in primary commodities and of manufacturers' consumption of materials and fuel. For example, the United Nations index covered all basic foods and beverages entering into world trade (with coffee the largest item, one-fifth of the total) whereas the calculation for the United Kingdom covered foods only to the extent that they were purchased by manufacturers for processing; and the United Nations index excluded metals as being manufactures, and not primary commodities, whereas imported metals were included in United Kingdom manufacturers' purchases of materials.

Import and Export Prices

A member asked the President if he would set out in tabular form the import prices, export prices and terms of trade in the years 1950, 1954, 1958, 1960 and 1961; whether United Kingdom terms of trade were more favourable than they were; and why United Kingdom exports had not greatly increased in view of the world expansion of trade.

Mr. Erroll said that details of import and export prices and of the terms of trade were published regularly in the Report on Overseas Trade and the *Board of Trade Journal*.

There had been an improvement in our terms of trade; but in so far as this reflects lower commodity prices it had reduced the opportunities for trade with primary producing countries which took about half our exports. Nevertheless our total exports had increased by about 70 per cent. in value since 1950.

Tuesday February 13

Britain and E.E.C.

The President was asked what information he had now received in the course of negotiations with the Common Market countries of their manufacturing prices, their wage rates, and their food costs, respectively; how these compared with the corresponding British prices, wages and costs; and what estimate he now made, on the basis of the known factors, of the effect on the British industrial workers' standard of living of British entry into the Common Market.

Sir Keith Joseph replied: 'Such comparisons have not been made during the negotiations. Prices and wage rates in different countries are published. The Government believe that membership on mutually satisfactory terms offers every prospect of our sharing fully in a generally rising standard of living.'

Trading with EUROPE

Now that negotiations have begun for Britain's entry into the Common Market, the Midland Bank announces further improvements in its extensive service for traders at home and abroad.

First, a newly constituted Panel for European Trade, consisting of officials of the Bank experienced in international business and economic affairs, has been formed to provide additional assistance to traders in developing markets abroad.

Second, Mr. Bruce Smith, a Divisional Foreign Manager of the Bank and a specialist in foreign trade, has been appointed to be responsible for "in the field" matters concerning European trade. He will spend much of his time on the Continent.

These two new developments, together with our existing services for the promotion of foreign trade, mean that we are well equipped to give all possible help to British businessmen moving into the European market, whether as exporters or importers.

We shall be pleased to send a representative to any part of the United Kingdom to join in preliminary discussions of problems and prospects. Our experts would also be available, if required, for "on-the-spot" discussions with businessmen visiting the Continent.

These services are available through any branch of the Bank. If you prefer to do so, write direct to the Panel at Overseas Branch or telephone MONarch 9944.

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2,300 BRANCHES IN ENGLAND AND WALES

Textile Statistics for December and 1961

Orders in the Textile and Clothing Industries

THE VOLUME OF orders on hand in the textile and clothing industries considered as a group fell by 3 per cent. during December 1961. Compared with December 1960 deliveries in December 1961 were 7 per cent. less but the rate of receipt of net new orders 2 per cent. more.

Figures for individual months are, however, subject to wide fluctuations and should be interpreted with caution. There are marked seasonal fluctuations in demand in the textile and clothing industries, and sharp month to month changes in the rate at which orders are received should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of the order books or the level of stocks.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	New new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Averages 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1960 4th quarter	136	112	107
1961 1st quarter*	128	95	103
2nd quarter*	123	94	99
3rd quarter*	106	77	94
4th quarter*	104	98	99
1960 November	142	128	112
December	136	79	96
1961 November*	107	111	104
December*	104	81	89

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the lengths of calendar months but not for holidays or for other seasonal variations.
* Provisional.

Deliveries in the Made-up Clothing Industry

Output of made-up clothing in 1961 was 2 per cent. more than in 1960. Deliveries of weatherproof outerwear were at about the same level as in 1960, but deliveries of dresses, lingerie, etc., were 2 per cent. more and deliveries of men's and boys' outerwear and of women's and girls' outerwear, 4 and 3 per cent. more respectively. Deliveries of overalls and men's shirts, etc., were 4 per cent. less. Total deliveries of made-up clothing in December 1961 were 4 per cent. more than in the corresponding month a year earlier.

The index numbers in the table below, hitherto published on the base 1954=100, have been re-based on 1958. In the new index, weights based on the detailed Census of Production for 1958 have been substituted for those previously based on the Census for 1954. The re-basing has not, however, significantly altered the trends exhibited by these index numbers, which are of manufacturers' sales at constant prices, adjusted for the length of the working month but not for holidays or other seasonal factors.

Made-up Clothing Industry – Index Numbers of Production
1958 = 100

	Men's and boys' tailored outerwear	Women's and girls' tailored outerwear	Weather-proof outerwear	Dresses, lingerie, infants' wear, etc.	Overalls and men's, shirts, under-wear, etc.	Total
1960	117	122	134	126	122	122
1961	122	126	134	128	117	125
1960 4th quarter	122	120	146	124	131	125
1961 1st quarter	122	140	137	139	113	130
2nd quarter	128	102	130	127	120	122
3rd quarter	116	147	147	123	111	126
4th quarter	122	115	121	124	121	121
1960 November	120	111	149	138	136	128
December	120	84	119	91	114	105
1961 November	121	108	124	128	128	121
December	124	93	93	105	111	109

Output of the Wool Textile Industry

The volume of production in the wool textile industry in 1961 was 2 per cent. less than in 1960; in general the reduction was concentrated in the first and last quarters of the year.

Figures issued by the Wool Industry Bureau of Statistics show that total deliveries of worsted fabrics in 1961 were much the same as in 1960 but deliveries of woven woollen fabrics were 7 per cent. less. Deliveries of worsted yarn were 1 per cent. more than in 1960 – within this group deliveries of hand knitting and other yarns for retail sale were 21 per cent. more. There was little change in the level of production of tops.

The total value of wool manufactures (tops, yarns, woven fabrics, etc.) exported in 1961 was £125 million, 5 per cent. less than in 1960. Compared with 1960, the weight of tops exported increased by 1 per cent. but the weight of yarn and the yardage of woven cloth exported were 11 per cent and 7 per cent. less respectively.

Output in the Wool Textile Industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959 ,,	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960 ,,	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961 ,,	118·0	80·0	..	61·6	45·8	42·2	8·4
1960 4th quarter	118·2	78·0	75·0	65·3	52·2	44·2	9·4
1961 1st quarter	125·5	86·2	74·0	64·4	45·0	46·4	8·6
2nd quarter	124·5	85·5	71·0	62·7	45·8	41·0	6·5
3rd quarter	106·0	72·1	64·0	56·4	46·1	37·7	8·4
4th quarter	115·9	76·4	..	62·6	46·4	43·6	10·0
1960 November	42·3	28·0	..	23·4	18·3	15·8	3·1
December	37·5	25·1	..	19·7	15·2	14·3	2·8
1961 November	40·9	26·6	..	22·7	16·2	15·9	3·4
December	34·0	22·5	..	17·8	13·2	12·9	3·0

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the Wool Textile Industry

Quarters or Quarterly Averages

	Wool tops		Yarns (a)		Woven fabrics		Other products of the wool textile industry b)	Total
	£ m.	mn. lb.	£ m.	mn. lb.	£ m.	mn. sq. yds	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1960:								
1st qtr.	12·00	25·95	5·42	8·73	18·87	29·06	1·06	37·36
2nd qtr.	11·60	25·61	4·93	8·08	14·49	21·35	1·00	32·01
3rd qtr.	8·61	19·28	4·86	7·75	16·54	23·40	1·13	31·14
4th qtr.	8·69	20·30	5·15	8·29	16·15	23·73	1·02	31·02
1961:								
1st qtr.	10·45	24·42	4·93	8·04	17·17	24·89	0·94	33·50
2nd qtr.	10·23	24·25	4·19	6·90	15·30	21·86	0·76	30·48
3rd qtr.	9·77	22·37	4·25	6·74	16·54	22·67	0·84	31·39
4th qtr.	9·23	21·06	4·73	7·47	14·86	21·31	0·76	29·58

(c) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.
(b) Including other hair drawn, carded or combed (including rabbit fur prepared for spinning); felts, wholly or partly of wool; travelling rugs, coverlets and wrappers, household textiles, blankets and other woollen and worsted manufactures except wool flocks, shawls and smallwares, carpets and knitted, etc., are excluded.

(*Continued on next page*)

Textile & Engineering Diary for India and Pakistan

The 1962 edition of the 'Textile and Engineering Diary for India and Pakistan' is now available. John Worrall Ltd., Oldham, Lancs. 49s. 6d. (by post 52s. 6d.)

Output of the Cotton Industry in 1961

THE VOLUME of production in the cotton industry in 1961 was 7 per cent. less than in 1960.

According to figures issued by the Cotton Board the yardage of cloth woven in the industry during the year was 4 per cent. less than in 1960; output of cotton and of man-made fibre and mixture cloths were 5 per cent. and 2 per cent. less respectively. Single yarn production was 9 per cent. less and doubled yarn production 12 per cent. less.

Yarn and Cloth Production

(All figures are weekly averages)

	Single yarn (a)		Doubled yarn		Woven-cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	25·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1960 December	10·95	2·70	2·91	1·39	24·3	11·4
1961 January	11·45	2·76	3·02	1·50	25·1	12·1
February	11·65	2·82	3·09	1·56	25·2	12·0
March*	11·53	2·75	3·06	1·48	25·4	12·0
April	11·58	2·75	2·98	1·57	25·7	12·1
May*	11·58	2·76	2·95	1·61	25·3	12·1
June	9·72	2·36	2·77	1·62	25·7	12·5
July	9·59	2·18	2·65	1·48	16·1	8·5
August*	9·92	2·48	2·26	1·29	23·1	10·7
September	10·00	2·41	2·76	1·64	23·0	11·7
October	10·97	2·61	2·94	1·59	25·0	12·7
November*	10·82	2·56	2·98	1·61	24·4	12·6
December	8·78	2·07	2·42	1·32	20·3	10·9

(a) Spun in the cotton industry.
(b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. †53-week period.

Retail Stocks in December

THE VALUE of retail stocks showed the usual seasonal decline in December, but there was a 4 per cent. increase on a year earlier; an increase similar to those shown in recent months. Allowing for seasonal factors there was little change in the level of stocks. In volume terms stocks showed no increase on a year earlier.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)
Index number (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1960	+5	+7	+10	+9	+10	+9	+8	+8	+8	+6	+6	+5
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
(b) At constant (Dec. 1956) prices.												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	103	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1960	+5	+7	+11	+8	+9	+9	+7	+8	+7	+5	+5	+4
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

London is Host to Man-made Fibres World Congress

THE Second World Congress of Man-Made Fibres, which will be opened by H.M. Queen Elizabeth the Queen Mother, will be held in the Royal Albert Hall, London, on May 1, the theme of which will be 'The Impact of Man-Made Fibres'. The Congress which closes on May 4 will spotlight the role of man-made fibres in textiles, from high-fashion to deep-sea fishing nets. Over two thousand delegates from fifty countries representing textile industries, allied trades and inter-governmental organizations, will attend the Congress, which is by invitation only.

The Congress is under the auspices of the Comité International de la Rayonne et des Fibres Synthétiques (International Rayon and Synthetic Fibres Committee), presided over by Colonel F. T. Davies. With its headquarters in Paris, it groups 86 producers of man-made fibres in 21 countries.

Retail Sales in January

PROVISIONAL indications are that retail sales in January, after allowance for seasonal factors, were about much the same level as obtained, on the average, during the second half of 1961. In December 1961 sales, after allowing for seasonal factors, reached a record level and the provisional estimate for January seems to confirm the suggestion made in commenting on the December results that the very high December figure did not entirely represent the underlying trend. It is difficult, as always, to be very precise at this provisional stage, but it seems likely that the seasonally adjusted index of the total value of sales fell by at least a full point from the December figure of 118; it is put provisionally at 116 - 117 which compares with 117 for the third quarter of 1961 and 116 for the fourth quarter.

The increase in sales on a year earlier is estimated provisionally as 4 per cent. the same increase as in December.

Total Retail Sales

Index Numbers of Value of Sales per Week, and Percentage Changes Compared with a Year Earlier

1957 = 100

	Seasonally adjusted	Unadjusted	
			%
1958 Year	103	103	+3
1959 Year	107	107	+4
1960 Year	111	111	+4
1961 Year	115	115	+4
1961 First Quarter	113	106	+4
Second Quarter	115	111	+2
Third Quarter	117	112	+5
Fourth Quarter	116	132	+4
1961 April	115	110	+1
May	115	114	+4
June	114	110	+2
July	117	117	+5
August	117	109	+6
September	116	111	+3
October	115	117	+3
November	114	122	+5
December	118	151	+4
1962 January	116–117*	109	+4*

* Provisional.

NOTE: The provisional estimate is derived from a special preliminary compilation of the early returns received and only an estimate of total sales is made at this stage. Final results, in full details, will be published later.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Mar. 1, 2 & 5	Machine tools, vehicles and miscellaneous stores including:	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447.)

Saloon and estate cars; vans; Land Rovers; Champs; trucks (petrol and diesel); tippers; tractors; trailers; ambulances; water tankers and trailers; 350 c.c. and 500 c.c. motorcycles; M.T. spares; screw, hydraulic and trolley jacks; cross cut, hand and hack saws; crowbars; adjustable and socket spanners; tommy bars; pipe chain wrenches; gap bed lathes; grinders; ripsnorter portable saw; chain blocks and tackle; bench vices; twist drills; hammers; carpenters' braces, bevels and auger sets; metal tool boxes; wooden tool chests; sack barrows; camping equipment; soyer stoves; miscellaneous clothing and footwear including greatcoats; webbing; rags; canvas; upholstery corduroy; ticking; thread; travel bags; mattresses; furniture; kitchen utensils; cutlery, crockery, etc.

Mar. 8	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House.*)	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel.: 69292.)
Mar. 13	Machine tools and miscellaneous stores	W.D. Storage Depot, South West Stores, Euxton Lane, Chorley, Lancs. (*Sale at Cheetham Town Hall, Manchester, 8.*)	J. H. Norris & Son (Dept. L), 9 Albert Square, Manchester, 2. (Tel.: Blackfriars 8373.)
Mar. 20	Machine tools and miscellaneous stores	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272.)
Mar. 27	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025.)

Application for catalogues, available 14 days prior to date of sale, should be made only to each auctioneer shown above (price of catalogue 1s. 0d. *Postal Orders only*).

Air Ministry

1962	Stores	Location	Auctioneers
Feb. 21	Huts and buildings; ideal boiler (364,000 B.T.U.s); 400 gallon calorifier; 300 gallon feed tank.	Royal Air Force Station, Aldergrove, N. Ireland.	N. M. Clarke & Son, Auctioneers, Antrim, N. Ireland. (Tel.: Antrim 3153).
Feb. 22	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252). Catalogues 1s. 0d. each. *Postal Orders only.*

The above sale will include radio receivers and equipment, frequency meters, signal generators, dynamotors, aircraft fueltanks, motorized baling presses, furniture, kitchen equipment, compressors, airframe spares, steel safes, radar and various trolleys, caterpillar tracks, mechanical gritters, etc.

April 11	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 27 Eastgate Street, Stafford. (Tel.: Stafford 2331). Catalogues 1s. 0d. each. *Postal Orders only.*

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

Tenders invited for the purchase and removal of a B.1 type hangar approx. size 227 ft. by 125 ft. situated at Little Snoring, Norfolk. Apply **within 7days** of this notice to Air Ministry, C.19a, Turnstile House, High Holborn, London, W.C.1, for tender form.

Ministry of Works

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Surplus Imperial, Royal and half Imperial picture frames complete with glass. Applications for tender documents should be made to the Ministry of Works, Supplies Division (Disposals), Room 112, Southbridge House, Southwark Bridge Road, S.E.1, **not later than** March 1, 1962.

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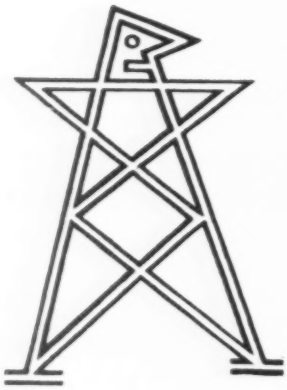

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure of space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date last Published	Date Next Published
United Kingdom	Feb. 2.	May 4.
Outside Europe	Jan. 5.	April 6.
Europe	Dec. 1.	Mar. 2.

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the following lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the list.

*indicates fair which is held annually at approximately the time stated.

†indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on February 2, January 5 and December 1 respectively.

UNITED KINGDOM

Amendments:

We have been informed that the International Inventions and Commercial Development Exhibition which was to have been held at the Central Hall, Westminster, S.W.1, from February 16-24 has been postponed.

We have been informed that the British Sports Trade Fair, which was to have been held at Berners Hotel, London, W.1, from November 5-8, has been cancelled.

Additions:

LONDON: 10TH BRITISH FASHION EXPORT SELLING MONTH "LONDON PRESENTS – May, 1962.

* Apply A. T. Elvy, Esq., Apparel and Fashion Industries Association, 92, New Cavandish Street, London, W.1. (Tel.: Langham 3353).

LONDON: THE BUILDING EXHIBITION – November 13-27, 1963.

† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

OUTSIDE EUROPE

Additions:

CHICAGO: ELECTRONIC PARTS DISTRIBUTORS SHOW – May 21-24, 1962.

* At Conrad Hilton Hotel. Apply, General Manager, Electronic Industry Show Corporation, 11 S. LaSalle Street, Chicago, Illinois.

SAN FRANCISCO: 2ND WESTERN NATIONAL RESTAURANT SHOW AND CONVENTION – August 27-30, 1962.

* At Civic Auditorium and Brook's Hall. Apply, National Restaurant Association, 1530 North Lake Shore Drive, Chicago, 10, Illinois.

EUROPE

Additions:

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 21-24, 1964.

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel.: Kensington 1700.)

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-19, 1965.

* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

HANOVER: GERMAN INDUSTRIES FAIR – April 25-May 4, 1965.

* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

International Hardware Trades Fair

THE EIGHTH International Hardware Trades Fair will be held at Olympia, London, from May 14-18, and it is expected to be the largest show in this series of annual events. The exhibition which will occupy over 100,000 sq. ft. of exhibition space and will be open to the trade only, has attracted widespread attention both in Britain and overseas, and already nearly 300 firms have indicated that they will be participating. Exhibitors are expected from the United States, Canada, Holland, Switzerland, Eire, Italy, Western Germany, Austria, France and the General Export Association of Sweden have booked 3,000 sq. ft. of exhibition space on behalf of 29 Swedish firms. Products from the following countries will also be on display: – Japan, Poland, Hungary, Australia, Norway, Denmark, Yugoslavia, Belgium, Hong Kong, Spain, Bulgaria, Czechoslovakia and Pakistan.

The goods on show will include adhesives, bathroom fittings, brushes and mops, builders', carpenters' and plumbers' requisites, cleaners, polishers and carpet sweepers, curtain fittings, electrical appliances, fancy goods, cutlery, furniture including kitchen cabinets, garden equipment, ladders, leathers, lighting equipment, locks, paints and enamel and decorators' material, plastic wares, rubber goods, sanitary and cleansing products, scales, shopfitting and shopkeepers' equipment, tools, vacuum flasks, wirewares and woodwares.

There were 300 exhibitors at last year's fair and the attendance was 45,700 of whom 4,700 came from overseas. Further information can be obtained from the organizers – Universal Exhibitions Ltd., 74 Holland Park, London, W.11. (Telephone: Park 7360 and 7723.)

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Trade Fairs and Exhibitions (*Continued*)

Enthusiasm For British Giftware at Los Angeles Fair

By Alan Elgar, H.M. Consul (Commercial), Los Angeles

The British Trade Exhibit at the 54th California Gift Show

THE 54TH CALIFORNIA Gift Show – with 598 exhibitors the largest trade show ever held in California – took place in Los Angeles from January 21 to 26 and attracted 8,322 buyers from all over the Western States as well as from other parts of the country. There was also a number of buyers from Canada and even some from Australia. This vast display of domestic and foreign giftware occupied 26 floors at four locations; the Ambassador and Biltmore hotels, the Brack Shops and the Merchandise Mart. Although buyers were inclined to be cautious (many of the smaller gift shops went out of business last year owing to the recession), most exhibitors were satisfied with the results of the show and many claimed to have done very well. No figures are available, but the volume of business transacted is estimated to have run into two or three million dollars.

As was the case last year, a small British Trade Exhibit was organized by the Commercial Department of the British Consulate-General in Los Angeles for the purpose of showing some British giftware lines not at present being exported to the West Coast or not being exported in significant quantities. This exhibit, which featured the products of 41 manufacturers, was staffed by members of the Consulate-General throughout the period of the show; besides answering inquiries about the specific products on display, information was provided about many other British products as well. The Exhibit aroused a good deal of interest and it is likely that a number of agency agreements will be concluded as a result.

Among the items displayed at the British Trade Exhibit, the colourful glassware of Chance Bros. Ltd. was universally admired both for its quality and for its originality. The 'Crafty Cruet' (a combined salt and pepper shaker) made by the Hornsea Pottery Co. Ltd. also received much favourable comment. The adjustable bottle pourer made by Kinki Bee Characters Ltd. was new to most buyers, while the tartan purses exhibited by Albert Meyer (London) Ltd. attracted attention because of their unusual and original design. Other noteworthy products forming part of the British Trade Exhibit were the miniature picture frames of N. Saunders Metal Products Ltd; the musical boxes sent by Roy Tallent Ltd; the miniature highlanders in glass bottles by Heather (Permanent Advertising) Ltd; and the party and table decorations by Mansell, Hunt, Catty & Co.

Two main conclusions about selling giftware in the Western part of the United States may be drawn from our experience with the British Trade Exhibit. First, there is no shortage of giftware and the potential buyer is faced with a bewildering variety of products not only from domestic sources but from practically every country in the world. This means that a product *must* have novel or outstanding features to command attention. This point cannot be stressed too highly. Run-of-the-mill items are available in profusion and most buyers are simply not interested in additional sources of supply. Secondly, the abundance of giftware exercises a severe pressure on prices so that export prices have to be trimmed to the bone in order to obtain business. Some of the British goods on display were very competitively priced but there were unfortunately far too many that were uncompetitive even before the addition of freight, insurance, duty, handling charges and commissions. Trade mark-ups are high with the result that some products, if distributed through the normal trade channels, end up with completely unrealistic price tags. One possible way of avoiding this is to sell directly to the department stores – many of which have buying offices in London – and to such other outlets (there are not many) as are prepared to import direct. This method of selling will not yield the results obtainable by going through an established importer/distributor but is worthwhile considering if costs cannot be reduced in any other way.

In the case of a well-designed novelty product at a competitive price, the normal process of distribution can be used and the results, in this rich California market, can be very rewarding. To achieve them, participation in the California Gift Show through a resident representative is very nearly obligatory since so much of the annual business is transacted while the Show is in progress. It is held twice a year – in January and July – and is organized by Trade Shows Ltd., 3510 Council Street, Los Angeles 4, California.

26,000 Visit Blackpool Gifts Fair

THERE were 26,000 visitors to the 13th International Gifts and Fancy Goods Fair at Blackpool (February 5-9), including about 5,000 from overseas. The fair, the largest ever with over 1,000 exhibitors, covered 400,000 square feet in four sections at the Winter Garden, the Talbot Hotel, and the Imperial and Metropole Hotels which were interconnected by a free mini-bus service.

The Board of Trade and the Export Credits Guarantee Department once again took stands at the fair (see page 335). Several firms reported export orders many of which were placed shortly after the opening. One of the larger of many export orders came from Mr. Ernest Williams, a tobacco chain store buyer from the United States, who placed what is claimed to be a record order for British pottery valued at £40,000; a Sheffield cutlery firm took a £15,000 order from the United States, and a French buyer book £200 worth of samples back to Paris.

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

British Section Attracts Crowds at Genoa Boat Show

From D. Hacker, Export Publicity and Fairs Branch, Board of Trade

NEARLY SIXTY BRITISH sailing and motor boats, about 30 marine engines and a wide selection of specialized equipment – the products of 50 firms – formed the largest foreign national group at the First International Boat Show which opened at Genoa on January 27. This was just 14 days after the close of the Earls Court Boat Show, from which many of the exhibits were rushed across Europe by train or road in order to meet the opening deadline of the Genoa Show. British exhibitors – about 70 of whom were in attendance on the various stands – were spurred by the knowledge that H.R.H. Prince Philip was taking an interest in the British display. Tangible evidence of this interest was the inclusion of the 'Edinburgh Cup' in the official lounge in the British section along with photographs of Prince Philip and the Prince of Wales sailing in *Bluebottle*.

During the opening days of the Fair, the British section seemed overwhelmed by crowds of serious and well-informed potential buyers who showed great interest in the catamarans and the other types of pleasure craft not generally well known in Italy, and also in the finish and competitive prices of the more usual types of British sailing and motor boats. Many worthwhile inquiries were recorded for energetic follow-up. British exhibitors were unanimous that the Boat Show reflected great credit on the Genoa Fair Authorities—a non-profit making organization which had built in record time a well-lit and serviceable hall to house exhibits from some 10 nations. This building was sited on the sea front and a small adjacent harbour was available, so that if particular interest was shown in any craft, it could be demonstrated.

The Fair was opened by Signor De Giovine, Under-Secretary of the Italian Treasury in Rome, in the presence of Cardinal Siri and Sir Ashley Clarke, British Ambassador in Rome.

British exhibitors were appreciative of the special assistance given to them by Prof. Dott De André, the President of the International Fair of Genoa who, conscious of the seafaring links between Genoa and Britain, had made it clear that he would particularly welcome a large contingent of boat builders and equipment manufacturers from the United Kingdom. The detailed organization of the British section was an interesting example of co-operation between the Italian Authorities, the Ship and Boat Builders National Federation (who organized the Earls Court Show), the Rural Industries Bureau of Wimbledon (who assist the marketing and export of products made by small firms in country areas), the Board of Trade and the Central Office of Information (who designed the overall layout of the Section). Within 24 hours of the opening of the Show the Rural Industries Bureau announced that three of the craft in their section had been sold to Italian buyers. By the time the show closed on February 7 about a half of the British boats had been sold.

Exhibits from many Italian boat yards and marine engine works formed a most impressive display, indicating that British exhibitors would face a serious challenge from the Italian industry. Other countries which participated, though on a considerably smaller scale, include France, U.S.S.R. (which showed two hydro-foils), the United States, Japan and Norway. The Genoa Fair Authorities confirmed that the 1962 Boat Show was in reality a 'curtain raiser' to a much large specialized fair to be devoted to all forms of communication and to be known as 'INTERCOM' to be held on the same site now in the process of being enlarged, and to take place in 1963. British firms wishing to have an early advance notice of this event are advised to apply to the United Kingdom representative of the Genoa International Fair – Rear Admiral A. L. P. Mark-Wardlaw R.N. (Retired), Loseberry, Claygate, Surrey, (Telephone: Esher 2882).

The British section of the Genoa Fair (see last week's *Board of Trade Journal* page 231) attracted considerable official attention locally. The visitors seen above, in the foreground are Cardinal Siri of Genoa (*second from left*) in the British Section and Sig. De Giovine (*third from left*), Under Secretary of the Italian Treasury. Behind him is Prof. Dott. De Andre, President of the Genoa International Fair, and Sir Ashley Clarke (*exreme right*) British Ambassador in Rome.

Opportunities for British Equipment at Vienna Fair

THE BOARD OF TRADE announce that, on the recommendation of the Commercial Department of the British Embassy in Vienna, who consider that the Vienna Fair offers excellent opportunities for selling British equipment and goods to Austria and to adjoining East European countries, they are reserving a gross area of 12,000 sq. ft. of space for a British Section in the Vienna Autumn Trade Fair, September 9-16, 1962.

The Export Council for Europe have endorsed this proposal and recommend that all firms interested in the Austrian market should carefully consider participation in the British Section.

As part of their contribution to the proposed British Section, the Board of Trade will be arranging an official inquiry stand and will be collaborating with a trade association in the engineering field whose member firms are prepared to install a commercial centrepiece covering about 1,500 sq. ft.

The British Section will be housed in the 'Hall of Nations.' It is realized that the products of many British firms will be displayed on the stands of their Austrian agents, who have the right to retain their sites from one fair to another. The Board of Trade are advised that space at the Spring and Autumn Fairs is extremely hard to obtain and that the proposed British Section will probably offer the only means of displaying additional British products.

About 5,000 sq. ft. of net exhibition space will remain for the accommodation of British principals or their Austrian agents in this Section. It is necessary that stands should be taken in the name of the United Kingdom principals, although additional captions showing the name of the relevant Austrian agents will be included.

In order to achieve a uniform design and lay-out of the British Section, it is proposed to provide shell stands up to an area of 150 sq. ft. free of charge to individual exhibitors. Firms wishing to participate in the 5,000 sq. ft. of space mentioned above will, however, be required to pay for the space they occupy at the rate of 250 Austrian schillings per square metre (approximately 7s. per square foot).

United Kingdom firms who wish to take advantage of this scheme should apply without delay to the Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, stating the area they require and the goods they wish to display. United Kingdom principals who wish their Austrian agents to undertake the responsibility for their display in the British Section should ask their agents to get in touch with the Commercial Department of the British Embassy in Vienna.

Trade Fairs and Exhibitions (*Continued*)

Impact of British Furniture at Cologne Fair

From the British Embassy at Bonn.

THE COLOGNE International Furniture Fair takes place every two years. The last fair was in 1960 and Cologne's reputation as an International trading centre has been consolidated by the international nature of the participation by both exhibitors and buyers alike at this year's event from January 31 to February 4. According to provisional figures issued by the Fair authorities 868 firms exhibited, comprising 532 German and 336 foreign firms from 22 countries. The exhibits covered 100,000 square metres (25 acres) of exhibition space. There were 65,400 trade buyers including 7,300 from 59 countries. The number of foreign visitors compared with 1960 increased by 15 per cent. The International Furniture Fair takes place again from January 29 to February 2, 1964.

The British collective exhibit was jointly sponsored by the Board of Trade and the British Furniture Manufacturers Federated Associations in collaboration with the Central Office of Information. The stand was designed by Mr. John Brookland, to reveal a well chosen selection of modern and traditional British furniture which made a considerable impact on trade buyers from European and overseas countries. An additional feature of British participation at this and future Cologne fairs was an information/trade inquiry stand at the main entrance to the fair buildings. Its usefulness was amply demonstrated during the five days of the fair.

On the opening day, the British stand was inaugurated by Mr. Michael Rose, H.M. Minister, who welcomed the 14 British firms on the collective stand and eight independent British exhibitors in three other halls. An outstanding success was the visit on February 2, of Sir Keith Joseph, Minister of State at the Board of Trade, who devoted a considerable amount of time to each exhibitor giving encouragement to export-minded manufacturers.

Most of the exhibitors stated that the fair had come up to their expectations; many of them had made fresh contacts which would lead to future business with Germany and other European countries. A few achieved sales which they felt would result in further business in the future. The exhibitors were impressed by the number of buyers who attended the fair and were pleased to find that the prices of British goods compared favourably with those of German products of similar quality. In general the fair proved to be stimulating for ideas on design and catering for Continental requirements. Traditional and reproduction furniture aroused more interest and brought more business than the contemporary styles. According to some exhibitors, a stage has now been reached in Germany where trade buyers and the public are prepared to pay good prices for high quality British furniture and upholstery and a number of exhibitors remarked that it was a pity that many more of the leading furniture manufacturers in Britain were not more export minded.

Inquiries were received from most European countries, promising contacts were made with countries as far afield as the United States, South Africa and throughout the Middle East. An especially satisfactory feature was the number of new accounts reported to have been opened in all the Scandinavian countries as well as in Germany, France, Belgium, Holland, Italy and Switzerland. These remarks apply equally to the independent British exhibitors all of whom were visited during the course of the fair and whose expressions of satisfaction corresponded very closely with those of the exhibitors on the collective stand. If British furniture manufacturers meet with up-to-date business methods, concessions to Continental tastes, and the challenge which the European market presents, there is practically no limit to the business to be done.

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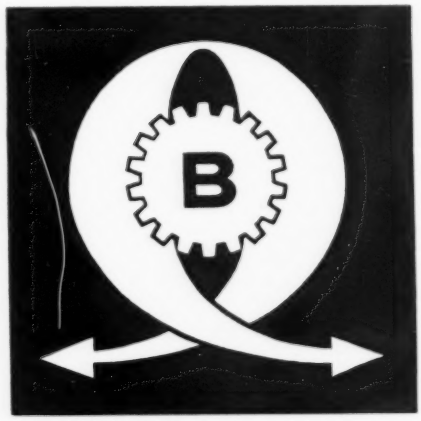

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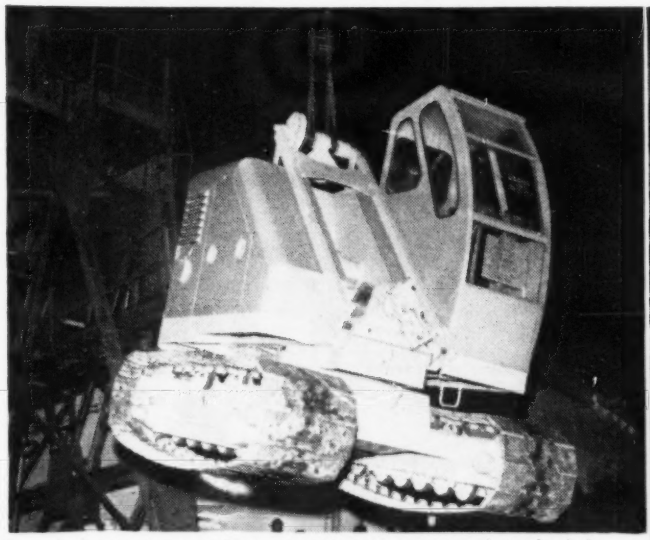
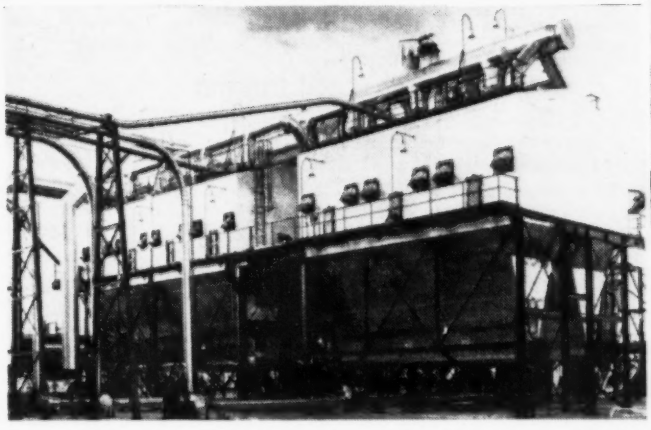
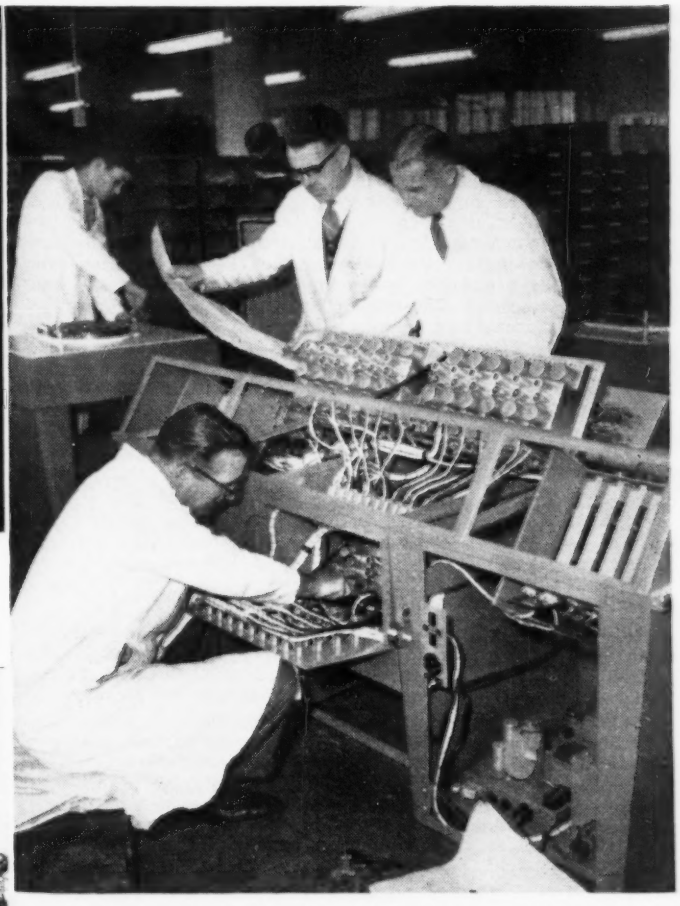


One of a large shipment of Priestman 'Cub' V excavators being loaded at the Port of Hull en route for Poland.

Tilghman's Ltd., Altrincham, Cheshire, have received an order from Russia worth £500,000, for eight dust-collecting plants, similar to the one seen below.





The final assembly and testing of a ten-way mixing console, before being despatched from the Hayes plant of EMI Electronics Ltd., to the Roumanian Record Industry. The consoles will record stereo by the conventional spaced microphone technique or – with the addition of special transformers – by EMI's 'sum and difference' system. This is claimed to be particularly valuable when recording orchestras or choirs, which cannot easily be adequately covered by the spaced microphone technique.

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Trade and Financial Arrangements

U.K. Loan Agreement for Volta Project Signed

THE COMMONWEALTH Relations Office announce that as a part of the international arrangements concerted by the World Bank for financing the Volta hydroelectric project in Ghana, the United Kingdom has today completed an agreement to lend £5 million to the Volta River Authority which has been entrusted by the Ghana Government with the responsibility for managing the construction and operation of the project. This loan is to be made through the Export Credits Guarantee Department, and will be repayable over 20 years after a grace period of 5 years.

The signature of agreement in Washington by which the World Bank, the United States Government and the United Kingdom Government make loan money available for the huge Volta hydroelectric project in Ghana is the culmination of many years of effort. When the construction work is completed in 4 to 5 years time Ghana will have plentiful power for industrial and domestic use. The largest consumer will be the Volta Aluminium Company, a consortium of American aluminium producers, which has recently entered into a formal agreement with the Ghana Government, to build a smelter at Tema. This will begin operations with imported alumina, but it is intended to use later the extensive local deposits of bauxite. Sales of aluminium metal will make a most valuable contribution to Ghana's export trade, which is at present largely dependent on cocoa.

The dam will impound a reservoir which will be one of the largest man-made lakes in the world, and which will make in itself a big contribution to Ghana's economy by providing plentiful supplies of fish, facilities for transport by boats, and water for irrigation purposes.

Lebanon and Czechoslovakia

A TRADE and Payments Agreement between Lebanon and Czechoslovakia was signed in Beirut on November 7, 1961, designed to raise the annual value of trade in each direction to approximately £2 million. This Agreement replaces the one signed between the two countries on July 12, 1952.

Czechoslovak goods to be exported to Lebanon include: all types of electrical and non-electrical machinery, household appliances, chemicals, textiles, and agricultural produce. Lebanese products to be exported to Czechoslovakia include: fruits, vegetables, animal products, paint and articles made of wood and aluminium.

The Agreement is valid for one year as from January 1, 1962, and shall be renewed annually should both parties so wish it.

All inquiries concerning this notice should be addressed to Commercial Relations and Export Department, Room 5142, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, extension 2528.)

Turkey and Czechoslovakia

THE TURKISH authorities have published a list of import and export quotas attached to the Protocol concerning the exchange of goods between Turkey and Czechoslovakia during 1962 in accordance with the Trade Agreement of July 9, 1949.

The goods which it is proposed should be exported from Turkey to Czechoslovakia include minerals, dried fruit, nuts, citrus fruits, skins, tobacco, cotton and other agricultural produce.

The goods which it is proposed should be exported from Czechoslovakia to Turkey include chemicals, iron and steel products, machinery electrical equipment, motor vehicles and paper.

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, W.C.1. (Telephone: Chancery 4411, Ext. 680).

Cuba and U.S.S.R.

H.M. EMBASSY in Havana reports the recent signature there of a Trade Protocol for 1962 between the Republics of Cuba and the U.S.S.R. The Protocol provides for 'an exchange of $700 million'; the goods listed in the Protocol for export from the U.S.S.R. to Cuba are petrol spirit and derivatives, ferrous and non-ferrous metals, fertilizers, chemical products, wood, paper, cellulose, cotton, corn, flour, vegetable oil and edible fats, machinery and tools; the goods listed for export from Cuba to the U.S.S.R. are unrefined sugar, alcohol, nickel-bearing products, tobacco, rum and fresh fruits and preserves.

At a press conference on January 10, 1962, the Soviet Vice-Minister of Foreign Trade said that both capital and consumer goods would be exported to Cuba from the U.S.S.R. He added that the Protocol does not cover complete factories, because these are tied to long-term credits and are the subject of separate Agreements, as are all imports into Cuba from the U.S.S.R. on credit terms. 'Capital' goods would include machinery, industrial equipment, machine tools, vehicles and hydraulic pumps. 'Consumer' goods would cover a wide range and supply all Cuba's needs for 1962. 'Fixed capital' goods would include repair workshops, equipment to make machinery and road-building machinery. The U.S.S.R. would also import some hand-made goods from Cuba.

Bulgaria and Italy

A TRADE AGREEMENT between Bulgaria and Italy valid for the period 1962-1965 was signed in Sofia on December 6, 1961, together with a Protocol establishing quotas for 1962.

Bulgarian exports to Italy will include eggs, oleaginous seeds, timber, poultry, machinery and industrial goods. Italian exports to Bulgaria will include machinery and equipment, metallurgical goods, artificial and synthetic yarns and fibres, plastics, chemicals and insecticides, paper, hides and citrus fruit.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, extension 680 or 681.)

France and Finland

THE FRENCH *Moniteur Officiel du Commerce International* of January 24, 1962, published the renewal of the trade agreement between France and Finland which was signed in Paris on December 23, 1958.

This arrangement establishes the exchange of trade for one year expiring on December 31, 1962, between Finland on the one hand, France, certain African States and the Malagasy Republic on the other, by an exchange of letters dated January 19, 1962.

The full French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, W.C.1.

Czechoslovakia and the Somali Republic

DETAILS of the Trade and Payments Agreement between Czechoslovakia and the Somali Republic have now been published. The agreement entered into effect on June 26, 1961, to be valid for one year and shall be automatically extended from one year to another unless denounced by either party.

The lists of goods in which trade is expected includes virtually all the goods produced in each country. No values have been set on the value of the goods to be exchanged.

Copies of the full agreement may be seen at Export Services Branch, Board of Trade, Room 626, Lacon House, Theobalds Road, London, W.C.1 (Telephone: Chancery 4411, Ext. 663) quoting reference C.R.E. 4802/G.

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Trade and Financial Arrangements *(Continued)*

France and Israel

THE FRENCH *Moniteur Officiel du Commerce International* of December 30, 1961, published details of the renewal of the trade agreement between France and Israel of July 10, 1953.

The Protocol which was signed in Paris on December 5, 1961, extends the agreement for a further year from January 1 to December 31, 1962, and includes provision for an increase in the Israeli exports to France particularly agricultural products and foodstuffs, and industrial products.

The full French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, W.C.1.

Tunisia and Iraq

THE TUNISIAN *Journal Officiel of* January 16/19, 1962, reports the renewal of the trade agreement between the two countries signed on January 28, 1960, for a period of one year from December 12, 1961.

The lists of goods, which are not exclusive, to be exchanged between the two countries remain unaltered and, as before, no quotas are fixed.

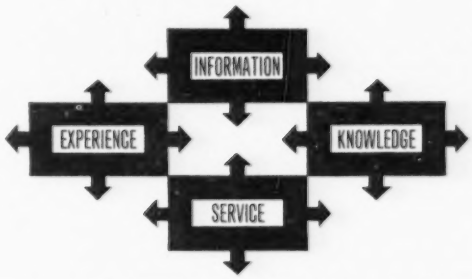
The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

British Commercial Representative at Tangier

THE NAME of H.M. Consul at Tangier is Mr. L. A. P. Barker, M.B.E.

This should be inserted in the list of British Commercial Representatives Overseas that was published in the *Board of Trade Journal* on January 19.

The address, which remains unchanged, is: British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel.: 15895.)



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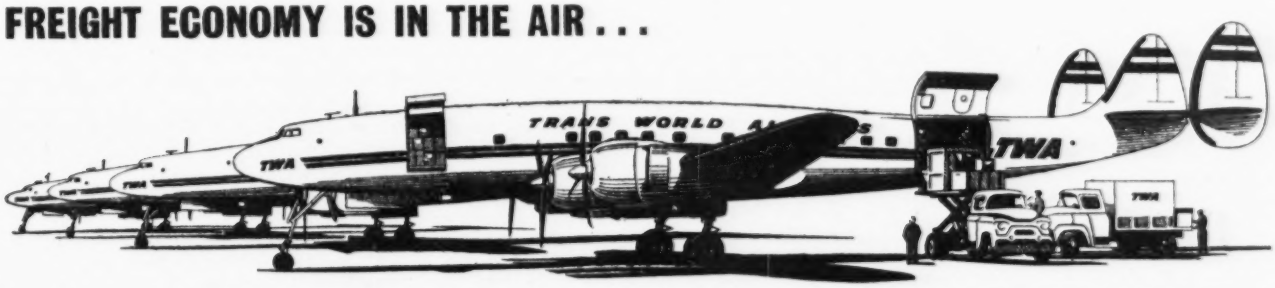

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

AUSTRALIA

Pumping Plant for Hydro-Electric Commission of Tasmania. April 5. E.S.B. 4290/62.
Regulating Equipment for State Electricity Commission of Victoria. March 19. E.S.B. 3858/62.*

Snowy Mountain Hydro-Electric Authority:
Coaster Gate and Coaster Gate Frame: Hydraulic Hoists. April 3. E.S.B. 3119/62.*
Stoplog Guides: Stoplogs: Stoplog Lifting Frame. March 6. E.S.B. 3438/62.*
Slide Gates and Controls. April 3. E.S.B. 3120/62.*
Coaster Gate and Gate Frame: Hydraulic Hoist. April 3. E.S.B. 3439/62.*

BURMA

Sawmill Machinery Etc.: for State Timber Board. (Further Information). Tender documents now available for loan. E.S.B. 227/62.*
Electrical Goods for Rangoon Electric Supply. March 15. E.S.B. 3835/62.*
Radio Valves for Burma Railways. March 31. E.S.B. 3125/62.

Union of Burma Purchase Board:
Welding Materials. February 28. E.S.B. 4220/62.*
Diesel Crawler Tractor. February 28. E.S.B. 4218/62.*
Motor Vehicles. February 28. E.S.B. 4219/62.*

CANADA

Transformers for Manitoba Hydro. March 27. E.S.B. 3468/62.*

CEYLON

Transformers for Ministry of Agriculture Land Irrigation and Power. April 10. E.S.B. 2923/62.*
Pharmaceuticals for the Ministry of Health. Crown Agents' closing date is March 13. Issuing Authority's closing date is April 3. E.S.B. 3465/62.*
A.C. Generator for Colombo Port Commission. February 27. E.S.B. 3889/62.

EGYPT

Fruit Packing Stations for General Organization for Executing the Five Year Industrial Plan. May 1. E.S.B. 4212/62.*
Bridge Project for The Arab Foreign Trade Co. S.A.A. February 26. (Private Tender). E.S.B. 2799/62.
Cranes for Suez Canal Authority. March 12. E.S.B. 3833/62.

Egyptian Railways:
Steel Tubes. March 3. E.S.B. 4214/62.
Flat Trucks. (Further Information). Tender documents now available for loan. E.S.B. 3981/62.*
Bearings. March 12. E.S.B. 4216/62.
Copper Hose Rivets with Washers. March 1. E.S.B. 4213/62.
Timber. March 3. E.S.B. 4215/62.

FORMOSA

Abattoir Plant for Central Trust of China. (Further Information) Closing date now February 27. E.S.B. 26159/61.*

FRANCE

Office Requisites for Supreme Headquarters Allied Powers Europe. February 28. E.S.B. 3416/62.*

GHANA

Food Supplies for Upper Region Food Tender Board. March 31. E.S.B. 3869/62.

GREECE

Steel in Strips for Ministry of National Defence. (Further Information) Closing date now March 1. E.S.B. 24091/60.*

The Ministry of Trade:
Insulation Material. (Further Information). Closing date now March 6. E.S.B. 29525/61.*
Asbestos. (Further Information). Closing date now March 20. E.S.B. 33723/61.
Irrigation Equipment (Artificial Rain). Tender re-issued. Closing date now being March 8. E.S.B. 238/62.*
Insulating Materials. (Further Information). E.S.B. 30712/61.*
Insulating Materials. (Further Information). E.S.B. 11805/61.*
Soldering and Welding Materials. March 20. E.S.B. 3461/62.*
Brass and Nickel-Copper Bars. March 6. E.S.B. 3462/62.*
Drilling Equipment. Closing date postponed to March 6. E.S.B. 2391/62.
Machine Tools. March 3. E.S.B. 27032/61.

INDIA

Ingot Moulds for Hindustan Steel Ltd. February 28. E.S.B. 4639/62.
Railway Wagon Shunters for Madras Port Trust. April 17. E.S.B. 4266/62.*
Flexible Joints for Mysore Government. Closing date February 28. E.S.B. 3482/62/D.L.F.
Sand Washing and Grading Plant: Lime and Dolomite Kilns for Heavy Engineering Corpn. Ltd. March 7. E.S.B. 3859/62.
Sub-Station Equipment for Assam State Electricity Board. March 26. E.S.B. 3862/62.
Transformers for U.P. State Electricity Board. (Further Information). Closing date postponed to March 27. E.S.B. 389363/61.
Waterworks Filters for Madras Water Works Department. (Further Information). Tender documents now available for loan. E.S.B. 39726/61.*

Hindustan Shipyard Limited:
Ventilation Plant for Ocean-Going Vessels. March 29. E.S.B. 4242/62.
Cable. Closing date postponed to February 27. E.S.B. 39759/61.

Madras State Electricity Board:
Steel Drilling Rods. February 28. E.S.B. 4298/62.*
Galvanized Iron Stranded Wire. February 26. E.S.B. 4297/62.*

The Singareni Collieries Co. Ltd.
Conveyor Belting. March 15. E.S.B. 3875/62.*
Conveyor Belting. March 19. E.S.B. 3877/62.*
Conveyor Belting. March 17. E.S.B. 3876/62.*

National Coal Development Corporation Ltd.:
Tubular Posts. February 27. E.S.B. 3858/62.*
Joint Boxes. February 27. E.S.B. 3856/62.*
Gang Operating Switches. February 27. E.S.B. 3857/62.*
Welding Machines. March 5. E.S.B. 4618/62.*
Air Compressor. March 5. E.S.B. 4620/62.*
Centrifugal Pumps. March 5. E.S.B. 4619/62.*

IRAN

Iranian Tobacco Monopoly:
Diesel Oil. March 15. E.S.B. 3436/62.
Cigarette Filters. March 17. E.S.B. 4580/62.*

Ministry of Finance:
Glue. Closing date postponed to March 14. E.S.B. 3444/62.
Wrapping Papers. (Further Information). Closing date postponed to March 13. E.S.B. 3183/62.
Aniline Printing Inks. Closing date postponed to March 15. E.S.B. 3182/62.

IRAQ

Bolts and Nuts for Iraqi Ports Administration, Basrah. February 28. E.S.B. 4631/62.

IRISH REPUBLIC

Bucket Dredger Spares for Dublin Ports and Docks Board. February 26. E.S.B. 4244/62.
Pumping Units for Longford County Council. March 15. E.S.B. 4243/62.

KUWAIT

Road Construction for Ministry of Public Works. March 4. E.S.B. 4246/62.

MALAYA

Pressure Filters for the Public Works Department. February 26. E.S.B. 3880/62.
Pump Sets for Drainage and Irrigation. May 12. E.S.B. 3479/62.

NETHERLAND ANTILLES

Construction of Viaduct for Executive Council, Curacao. March 1. Tender documents (in Flemish) available for inspection. E.S.B. 4621/62.*

NEW ZEALAND

General Post Office:
Cable Terminal Boxes: Jointing. March 23. E.S.B. 4250/62.*
Wire Rope. March 12. E.S.B. 4252/62.*
Ebonite Sheet. March 12. E.S.B. 4255/62.*
Cloth-Centred Board. March 12. E.S.B. 4251/62.*

PAKISTAN

Road Rollers for Directorate of Supply. February 26. E.S.B. 4241/62.*
Appointment of Consulting Engineer for Capital Development Authority. March 1. E.S.B. 4249/62.

The Director General of Supply and Development:
Cranes. (Further Information). Closing date postponed to March 15. E.S.B. 39778/61/I.C.A.
Pumps. (Further Information) Tender documents now available. E.S.B. 2398/62/A.I.D.*

Pakistan Western Railway:
Brick Pressing Machine. Tender documents now available for loan. E.S.B. 3196/62.*
Welding Sets. March 12. E.S.B. 4224/62.
Steel Sheets. March 5. E.S.B. 4225/62.

Pakistan Eastern Railway:
Black Steel Sheets. (Further Information). Tender documents now available for loan. E.S.B. 3191/62.*
Steel Plates. (Further Information). Tender documents now available for loan. E.S.B. 3192/62.*
Non Ferrous Metal. (Further Information). (February 26. E.S.B. 29992/61.*

Information for U.K. Exporters (*Continued*)

Director of Supply:

Vehicles. February 28. E.S.B. 4240/62.*
Electrical Equipment. February 26. E.S.B. 4239/62.*

Water and Power Development Authority:

Transformers. Closing date not known. E.S.B. 3485/62/D.L.F.
Filament Lamps. February 26. E.S.B. 3489/62.*
Lead Seals; Lashed Wire. March 5. E.S.B. 4254/62.
Telephone Exchange. March 5. E.S.B. 4255/62.*
Blow Lamps; Hurricane Lamps. March 6. E.S.B. 4256/62.
Sealing Pliers. March 8. E.S.B. 4257/62.
Oil Circuit Breakers. March 9. E.S.B. 4258/62.*
Electrical Equipment. March 10. E.S.B. 4259/62.*
Mangla Dam Project. (Advance Tender Information). Closing date not known. E.S.B. 6692/60.

PORTUGAL

Radar Equipment for Douro and Leixoes Port Administration. April 30. E.S.B. 4221/62.

NATO Infrastructure Contracts:

Secretariado Geral Dadefesa Nacional Commissao Executiva De Infrastructoras Otan (Ceivtan):
Erection of Tanks for Heating Etc. Apply by February 27. G.D. 5783/58(24).
Supply and Erection of Mechanical Equipment. Apply by February 28. G.D. 5783/58(25).

RHODESIA AND NYASALAND

Paper for Northern Rhodesia Central Supply and Tender Board. March 9. E.S.B. 4263/62.*

Federal Tender Board:

Brooms and Brushes. March 2. E.S.B. 4231/62.*
Hand Tools. March 9. E.S.B. 4232/62.*
Stainless Steel Tableware. March 9. E.S.B. 4233/62.*
Aluminium Ware. March 9. E.S.B. 4234/62.*
Food Trolleys. March 2. E.S.B. 4235/62.*
Gauze. March 2. E.S.B. 4236/62.*

SAUDI ARABIA

Road Construction Project for Director of The Industry Institute, Beirut. Closing date not known. E.S.B. 4136/62.

SINGAPORE

66kV. Cable and Accessories for Singapore City Council Electricity Dept. February 27. E.S.B. 3406/62.*

SOUTH AFRICA

Textiles for Cape Provincial Administration. March 6. E.S.B. 4226/62.*

Transvaal Provincial Administration:

Vehicles. March 9. E.S.B. 4264/62.
Vehicles. March 2. E.S.B. 4265/62.

South African Railways:

Furnace. March 2. E.S.B. 3492/62.*
Centre Lathe. March 16. E.S.B. 3493/62.*
Motor Vehicles and Trailers. March 2. E.S.B. 3494/62.*

SUDAN

Ministry of Works:

Steel Joists. March 5. E.S.B. 3850/62.
Civil Engineering Project. (Further Information). Closing date postponed to March 31. E.S.B. 29441/61.

Sudan Railways:

Wheel Profile Truing Machine. March 27. E.S.B. 4286/62.
Pump. March 20. E.S.B. 4287/62.
Grinding Machines. March 5. E.S.B. 3843/62.
Timber. March 21. E.S.B. 3847/62.*
Auto Trucks. March 22. E.S.B. 3851/62.
Hydraulic Jacks. March 19. E.S.B. 3842/62.
Drilling Machine. March 14. E.S.B. 3844/62.
Hydraulic Pit Jacks. March 20. E.S.B. 3845/62.

SYRIA

Construction of International Airport for Government of Syria. Closing date not known. E.S.B. 10941/62.

TANGANYIKA

Dustbins for Central Tender Board. March 9. E.S.B. 3673/62.*

THAILAND

All-Aluminium Conductor for Metropolitan Electricity Authority, Bangkok. March 12. E.S.B. 3899/62.*

State Railways:

Scales. February 27. E.S.B. 4201/62.
Scales. March 5. E.S.B. 4202/62.
Paint. February 27. E.S.B. 4210/62.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:

Stranded Conductor. March 28. E.S.B. 3806/62.*
Wire Rope Clips. March 28. E.S.B. 3805/62.*
Stranded Conductors. March 28. E.S.B. 3809/62.*
Aluminium Conductor. March 28. E.S.B. 3810/62.*
Insulated Aluminium Conductor. March 28. E.S.B. 3829/62.*
Fuse Connectors. March 28. E.S.B. 3830/62.*
Fuse Connectors. March 28. E.S.B. 3831/62.*
Dead End Clamps. March 28. E.S.B. 3803/62.*
Photo-Electric Control Units. March 28. E.S.B. 3804/62.*
Eye Bolts. March 28. E.S.B. 3807/62.*
Eye Bolts. March 28. E.S.B. 3808/62.*
Insulator Pins. March 28. E.S.B. 3823/62.*
Pole Steps. March 28. E.S.B. 3824/62.*
Insulator Straps. March 28. E.S.B. 3825/62.*
Terminating Thimbles. March 28. E.S.B. 3826/62.*
Wire. March 28. E.S.B. 3817/62.*
Wire. March 28. E.S.B. 3818/62.*
Wire. March 28. E.S.B. 3819/62.*
Turnbuckles (Stay Swivels). March 28. E.S.B. 3820/62.*
Stay Rods. March 28. E.S.B. 3821/62.*
Cross Arm Braces. March 28. E.S.B. 3822/62.*
Aluminium Conductor. March 28. E.S.B. 3811/62.*
House Service Insulators. March 28. E.S.B. 3812/62.*
Nuts and Bolts. March 28. E.S.B. 3813/62.*
Nuts and Bolts. March 28. E.S.B. 3814/62.*
Nuts and Bolts. March 28. E.S.B. 3815/62.*
Nuts and Bolts. March 28. E.S.B. 3816/62.*
Terminating Thimbles. March 28. E.S.B. 3827/62.*
Insulated Aluminium Conductor. March 28. E.S.B. 3828/62.*

TURKEY

Distribution Network Equipment for Eshot Umum Murdurlugu, Izmir. February 28. E.S.B. 3486/62/D.L.F.
Wire Rope Manufacturing Plant (Advance Tender) for Celik Halat Sanayiias. Closing date not known. E.S.B. 4782/62/D.L.F.
Conveyor Belting, Bearings, Electrical Equipment for Turkiye Komur Isletmeleri Kurumu. March 5. E.S.B. 3487/62/D.L.F.

U.S.A.

Foodstuffs for United Nations. February 27. E.S.B. 4245/62.*
Power Station Plant for Bureau of Reclamation. March 1. E.S.B. 4227/62.

URUGUAY

Emery Paper Etc. for Gerencia General De La Administracion Ferrocarriles Del Estado. March 16. Tender documents (in Spanish) available for loan. E.S.B. 3839/62.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1 on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 26748/61.)

Australia
Agency inquiry for hoists; grinding wheels; machinery; petrol engines; materials handling equipment – further information. (E.S.B. 2899/62.)
Agency inquiry for clocks; fancy goods; gift ware; glassware; jewellery; table cutlery. (E.S.B. 32444/61.)
Inquiry for insecticides. (E.S.B. 4574/62.)
Inquiry for automotive trucks and tyres; electrical equipment; hose; pressure gauges; V belts; paint brushes. (E.S.B. 4461/62.)
Inquiry for metallic flexible tubing. (E.S.B. 3971/62.)
Manufacture under licence – communication equipment. (E.S.B. 3912/62.)
Temporary duties. (C.R.E. 1429/62.)

Bahrain
Economic report for 1961. (C.R.E. 1808/62.)
Economic report, October – December 1961. (C.R.E. 1808/62.)

Brazil
Industrial and Trade Development, October – December 1961. (C.R.E. 1251(2)G.)
Economic report for 1961. (C.R.E. 215/61.)

Bulgaria/Italy
Trade Agreement. (C.R.E. 255/G.)

Canada
Agency inquiry for artist's materials; drawing instruments. (E.S.B. 4471/62.)
Agency inquiry for camping equipment; fishing equipment; machetes; boat compasses; kitchen tools. (E.S.B. 4025/62.)
Agency inquiry for automobile accessory equipment. (E.S.B. 3377/62.)
Agency inquiry for children's clothing; toys. (E.S.B. 3306/62.)
Market report on printing and bookbinding machinery. (E.S.B. 1520/62.)
Review of business conditions in Alberta – 1961. (E.S.B. 3966/62.)
Federal Government Contracts. (E.S.B. 2676/62.)

Canary Islands
Economic report for 1961. (C.R.E. 1004/60.)

Ceylon
Economic report, October – December 1961. (C.R.E. 1403/60.)

Congo Republic (Leopoldville)
Economic report for 1961. (C.R.E. 3476/G.)

Cuba/U.S.S.R.
Trade Agreement. (C.R.E. 2186/G.)

Czechoslovakia
Economic report, December 1961. (C.R.E. 4527/61.)

Denmark
Economic report, December 1961. (C.R.E. 3029/61.)

Egypt
Agency inquiry for machinery and plant; bank notepaper; ferrous and non-ferrous metals. (E.S.B. 2798/62.)
Inquiry for machinery and plant. E.S.B. 3385/62.)

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

Finland
Agency inquiry for maize oil. (E.S.B. 4312/62.)

France
Inquiry for women's clothing. (E.S.B. 3772/62.)
Economic report, December 1961. (C.R.E. 1043/61.)

France/Portugal
Trade Agreement. (C.R.E. 1871/G.)

Germany
Agency inquiry for plastics and rubber swimming pools; beach toys. (E.S.B. 4309/62.)
Inquiry for laundry equipment; dry-cleaning equipment. (E.S.B. 4498/62.)
Import Committee Publication, January 27, 1962 – Potatoes. (C.R.E. 158/62.)
Economic report, January 29 – February 4, 1962. (C.R.E. 1479/G.)

Indonesia
Economic report, November 1961. (C.R.E. 644/61.)

Iran
Inquiry for mirrors; glass sheets. (E.S.B. 4185/62.)

Israel
Agency inquiry for nylon stretch yarns; plastics raw materials. (E.S.B. 4047/62.)

Italy
Agency inquiry for garage equipment and tools; machinery; hand tools; spare parts for tractors. (E.S.B. 4035/62.)
Agency inquiry for builders' supplies; hardware; horticultural machinery and tools. (E.S.B. 4056/62.)
Inquiry for pipe fittings. (E.S.B. 3746/62.)

Jamaica
Agency inquiry for women's footwear. (E.S.B. 4174/62.)

Japan
Economic report, December 1961. (C.R.E. 2403/61.)

Kuwait
Economic report for 1961. (C.R.E. 3193/G.)

Lebanon
Inquiry for laundry machinery. (E.S.B. 3699/62.)
Economic report, October – December 1961. (C.R.E. 787/G.)

Netherlands
Agency inquiry for novelty woollens. (E.S.B 4006/62.)
Agency inquiry for hosiery. (E.S.B. 2861/62.)
Inquiry in respect of specialized foodstuffs; wines and spirits. (E.S.B. 2442/62.)

Pakistan
Industrialization and joint ventures. (E.S.B. 2859/62.)

Philippines
Economic report for 1961. (C.R.E. 594/62.)

Portugal
Market report on hand tools. (E.S.B. 34289/61.)

Portuguese East Africa
Economic report, October – December 1961. (C.R.E. 4282/G.)

Qatar
Economic report for 1961. (C.R.E. 4616/G.)

Singapore
Agency inquiry for piece-goods. (E.S.B. 4350/62.)
Inquiry for machinery and plant for prison industries expansion; electrical switches. (E.S.B. 4404/62.)

South Africa
Agency inquiry for furnishing fabrics; dress materials. (E.S.B. 4740/62.)
Agency inquiry for laundry equipment. (E.S.B. 4356/62.)
Market report on bicycles; motor cycles; mopeds and scooters. (E.S.B. 37664/61.)

Spain
Economic report, December 1961. (C.R.E. 1940/61.)
Public works in Valencia. (E.S.B. 1505/62.)

Sudan
Inquiry for television sets. (E.S.B. 3576/62.)

Sweden
Agency inquiry for plastics raw materials. (E.S.B. 4347/62.)
Agency inquiry for hose; flexible metal tubing; couplings; mirror fittings; needles. (E.S.B. 3951/62.)
Manufacture under licence in Britain – fire-escape ladders and equipment. (E.S.B. 4435/62.)
Inquiry for hydraulic valves; cylinders and motors etc. (E.S.B. 4175/62.)

Switzerland
Agency inquiry for textiles. (E.S.B. 4378/62.)
Agency inquiry for office equipment and supplies. (E.S.B. 4192/62.)
Agency inquiry for machinery; tools; screws. (E.S.B. 4305/62.)
Agency inquiry for worsted and tweed piece-goods. (E.S.B. 3996/62.)
Agency inquiry for material testing equipment; laboratory equipment. (E.S.B. 3998/62.)
Inquiry for retaining rings for shafts. (E.S.B. 4594/62.)
Inquiry for women's dresses. (E.S.B. 4042/62.)
Economic report, December 1961. (C.R.E. 2838/60.)

Trinidad
Market report on air-conditioners and air-conditioning plant. (E.S.B. 1654/62.)

Trucial States
Economic report, October – December 1961. (C.R.E. 4664/G.)

Turkey
Agency inquiry for agricultural machinery and equipment; pharmaceuticals. (E.S.B. 2074/62.)
Inquiry for machinery for making metal bottle caps. (E.S.B. 3989/62.)

United Arab Republic (Egypt)
Economic report, December 1961. (C.R.E. 377/61.)

United States of America
Agency inquiry for transistor radios. (E.S.B. 37753/61.)
Agency inquiry for electronic calculating machines. (E.S.B. 3741/62.)
Agency inquiry for confectionery. (E.S.B. 38483/61.)
Inquiry for bricks; roofing slates. (E.S.B. 3579/62.)
Inquiry for cellulose sponges; rubber aprons; washing mitts – further information. (E.S.B. 2840/62.)
Inquiry for die-casting machine. (E.S.B. 4437/62.)
Manufacture under licence in Britain – diamond-coated steel tools. (E.S.B. 3575/62.)
Trade shows in Southern California to be visited by an officer of the British Consulate – General in Los Angeles. (E.S.B. 3798/62.)

Yugoslavia
Economic report for 1961. (C.R.E. 3228/59.)
Amendments to Import Regulations. (C.R.E. 1906/61.)

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

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representatives of SPOTLIGHT, the Leading and Oldest Caribbean Newsmagazine, which will be publishing a Special U.K. - JAMAICA EDITION in April, on the eve of

JAMAICA'S INDEPENDENCE

Tariff, Customs and Import Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ICELAND

Liberalization, Global Quotas and Restricted Imports

THE ICELANDIC Ministry of Commerce has announced some further liberalization of imports and has also published details of the global quotas established for 1962, together with a list of goods of which no imports will be permitted this year against payment in convertible currencies.

Liberalization

A full list of liberalized goods was published in the *Board of Trade Journal* on September 16, 1960 (page 646). The following items, which have hitherto been imported under global quotas, have now been added to the list of liberalized goods:

Customs Chapter	Tariff No.	Commodity
27	19a	White spirit.
39B	7-8	Tyres and tubes.
52	3	Oil skins.
52	14c, 15c, 16c, 23, 24, 25	Scarves, neckerchiefs and handkerchiefs, etc., of silk, synthetic and other textiles.
		Neckties, necklets and ties, bound and unbound.
54	4	Footwear of textiles, felt, rush, straw, containing less than 50% of rubber by weight.
71	23	Watch chains.
72	23	Electrical typewriters.
73	63	Electrical bulbs.
*75	1, 4b, 4d, 5a-c, e, 9, f	Automobiles (new), n.e.s., and motorcycles.

* *Note: New and unused motor cars were liberalized in September* 1961 – *see* Board of Trade Journal *of October* 6, 1961, *page* 741.

Global Quotas

The following global quotas have been established for the year 1962 for goods under import licence. These quotas apply to imports from all countries with which Iceland has no bilateral trade and payments agreements (i.e. they apply to all countries except Brazil, Czechoslovakia, Eastern Germany, Hungary, Poland, Roumania and the U.S.S.R.).

The list of global quotas is divided into two parts. For goods in Part I import and foreign exchange licences will be allotted three times during the year, i.e. in February, June and October. For goods in Part II the commercial banks will allot import and foreign exchange licences during the year at such times as they deem necessary.

Part I

(Rate of Exchange – Kr. 120 = £1 *sterling.)*

Customs Chapter	Tariff No.	Commodity	Amount of Global Quota in 1962
			Kroner
19	8-10	Biscuits, crackers, etc.	1,150,000
20	3, 5, 6, 9, 10	Sweetened fruits other than candied peel, jam and jelly, marmalade, fruit and vegetable juices and other preparations of fruit, n.e.s.	1,150,000
	7	Pulp and fruit juice, unsweetened	3,200,000
25	17	Cement	1,150,000
30	41	Pencils, except mechanical pencils, lead and crayons for pencils, school chalks, tailoring chalk, coloured chalk and pastel crayons	800,000
37	3, 8	Leather gloves and mittens, all kind of leather bags, wallets, purses and cases, n.e.s.	350,000
38	3	Goods made of fur	500,000
39A	10a	Ladies' handbags of plastic materials	100,000
40	1-3	Boards, battens, panels unprepared, panes, planed and tongued, of fir, pine and hemlock	20,000,000
40	15	Plywood and other glued sheets	8,400,000
	34b	Panels and blocks of wood for parquet flooring, also of other materials, excluding cork	3,000,000
44	7	Sound and heat insulating sheets	3,600,000
44	14, 26-27	Writing and printing paper, n.e.s., duplicating paper, envelopes, n.e.s.	8,500,000
	31, 32, 35, 38-46	Other articles, n.e.s., of paper and cardboard	1,700,000
45	22	Accounting books, printed	
48	8, 8a, 16-18	Cotton woven fabrics, n.e.s.	34,000,000
49	12-15	Carpets, floor mats and runners of flax, hemp, jute and other vegetable fibres	550,000
50	4, 5, 27, 32, 32a	Felts, bookbinding linen, oil cloth and imitation leather cloth	800,000
	36-38	Linoleum and similar goods	4,500,000
51	8a, 8b	Stockings and socks of synthetic fibres	6,000,000
51	17, 23, 29	Gloves of wool, cotton and flax	150,000
	21	Knitted outer clothing of cotton	400,000
54	6b-8, 11-13	Rubber footwear, excluding seamen's rubber boots, and other footwear, n.e.s.	3,000,000
58	5, 13, 15-18, 19a, 20, 25, 27, 29-31	Granite and marble slabs and articles of asphalt, pitch, cement, asbestos and stone, n.e.s.	1,150,000
59	7, 8	Sanitary articles and flowerpots of clay	3,000,000
	9, 12a	Household utensils of clay, chinaware, n.e.s.	2,400,000
60	2-13, 16-19	Window glass and other glass, miscellaneous glass articles, n.e.s.	5,500,000
63	3, 3a, 4, 7, 8, 8a, 8b, 9a, 12, 16	Iron and steel bars, structural steel, n.e.s., iron and steel sheets, iron and steel wire, iron and steel pipes, n.e.s.	40,000,000
	17-20, 22, 22a, 23a, 24, 28, 30, 31, 37, 40, 43, 44, 57, 58, 63b-65, 66b, 81, 82, 87, 88, 90, 98	Other articles of iron and steel, n.e.s.	8,000,000
	102		1,750,000
73	2	Electrical motors	3,000,000
	6	Transformers	1,400,000
	11-11a	Accumulators and parts	7,500,000
	18	Electrical cables	176,700,000

Part II

Customs Chapter	Tariff No.	Commodity	Amount of Global Quota in 1962
			Kroner
1	1-12	Live animals, except fish, crustaceans and molluscs	10,000
4	1-8	Milk products and eggs	50,000
7	4	Potatoes	2,000,000
11	2	Ryeflour	1,000,000
	16	Malt	50,000
15	1-5, 6-8	Fats and fat oils of animal origin, n.e.s., except lanolin	70,000
17	1-2	Granulated sugar and cube sugar	13,550,000
	5, 8, 12-16, 18	Candy sugar, glucose and miscellaneous sugar preparations	250,000
25	16-16a	Gypsum, unworked, calcined, ground or washed	60,000
27	1	Coal and lignite	700,000
	2, 5, 6	Coke, peat, peat briquettes and litterpeat	300,000
32	15	Candles	10,000
37	2, 7, 9, 10, 15	Leather and skin garments and other articles of leather and skin, n.e.s.	200,000
39B	4a	Foam rubber for other use than shoe making	200,000
	12	Rubber floor coverings	150,000
	20b	Other articles of rubber, n.e.s.	600,000
40	31, 32	Ready cut wood for building, windows, doors and frames	200,000
	47-52	Furniture and furniture parts, n.e.s.	250,000
	55	Skis and ski-sticks	100,000

(Continued on next page)

Iceland (*Continued*)

Customs Chapter	Tariff No.	Commodity	Amount of Global Quotas in 1962
			Kroner
42	3, 7-9, 10	Floormats, furniture and other articles of straw, n.e.s.	50,000
44	1-6	Roof paper, wall cardboard, floor cardboard and other cardboard, n.e.s.	550,000
	34	Other cardboard, containers, cut or ready for use, n.e.s.	500,000
47	7-9	Carpets, floormats and runners of wool or other animal hair and of cotton	150,000
48	9-11		
51	18, 20, 22, 24, 26-28, 30	Hosiery n.e.s., except gloves and outer clothing of cotton	350,000
52	10, 10a, 14a, 14b, 14d, 15a, 15b, 15d, 15e, 16a, 16b, 16d, 16e, 17-19, 27, 31, 33, 38, 39, 41-43	Garments and other articles of woven fabrics, n.e.s., excluding necklets and neckties of silk and synthetic fibres and other fabrics	900,000
59	4, 5, 6	Pipes and joints, wall- and floor-tiles and troughs of clay for animals, n.e.s.	600,000
60	21, 23, 25, 26	Household utensils, lamp shades, fancy goods and other articles of glass, n.e.s.	600,000
61	5, 8, 11	Articles of gold, silver and platinum, excluding plates, bars, powder, liquid and wire	300,000
66	1a, 2	Barbed wire and wire, not insulated, of aluminium	300,000
72	49, 53	Spare parts for wood- and iron-working machinery	3,000,000
79	9, 14	Gramophones, phonographs and parts thereof	550,000
80	1-3, 6-7	Arms, except whaling and lifesaving guns, and ammunition	1,700,000
81	1-7		
83	1-6	Brushmaking wares, n.e.s.	550,000
84	2-7	Toys, parlour games, pastimes, chess, billiards, Christmas tree ornaments, etc., and parts thereof	650,000
86	1	Goods not included in any other tariff number	250,000
87	1-4	Articles of art and for galleries and museums	100,000
			30,850,000

Restricted Imports

No imports of the following commodities against payment in convertible currencies will be allowed in 1962:

Customs Chapter	Tariff No.	Commodity
2	1-18	Pork and other meat and edible parts of animals, n.e.s.
7	2	Tomatoes.
9	1-2	Coffee.
11	2, 15a, 22	Ryemeal, potato starch, bran.
12	6, 10-11	Hops and chicory roots.
15	25	Margarine and other edible fats.
16	1, 3, 4, 7-8	Preparations of meat and fish.
18	7-10	Plain chocolate, sweet chocolate coating and other preparations of cocoa, n.e.s.
21	1	Roasted chicory and other coffee substitutes.
	9b	Coloured sugar water with essences.
22	1-5	Aerated water and beer.
23	1-2	Fodder meal of meat and fish, whether or not containing vegetable materials.
26	4	Mineral wool.
27	14, 15c, 17	Petroleum, crude, and motor gasoline excluding aviation gasoline and other fuel oils for engines, n.e.s.
34	7	Matches.
40	59	Fancy and decorative goods of wood.
46A	6	Carpets, floor mats and runners of silk and synthetic fibres.
46B	7	Velvet and plush of flax, hemp, jute, and other vegetable fibres.
49	11	
59	10, 11, 12b	Fancy goods of clay, ceramic products except chinaware, n.e.s., and other goods of china, n.e.s.
68	7a	Sanitary articles of zinc.
71	23	Fancy goods, such as bracelets, rings, brooches, tie pins, etc.
72	23	Typewriters, except electrical typewriters.
72	48	Automatic unloading gear.
77	3	Telescopes of all kinds.

FINLAND

Global Quota Programme for 1962

ACCORDING to the Finnish press, the Global Quota Programme for 1962 will be as given below (*see Board of Trade Journal* of August 4, 1961, page 279). The Programme takes into account the entry of Japan amongst the countries receiving multilateral treatment.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room 729, Lacon House, Theobalds Road, London. W.C.1. (Telephone: Chancery 4411, Ext. 370 or 371).

List of Global Quotas for 1962

New Quota No.	Commodity	Quota in million Finnmarks
1	Fish, fresh or frozen	300
2	Dried fish	160
3	Raw materials for the food industry	180
4	Canned fish	300
5	Food preparations	250
6	Preparations of cereals	30
7	Fruit	3,750
8	Starch, animal and vegetable oils, glycerol	480
9	Gypsum, lime, creosol oil, inorganic chemicals	220
10	Organic chemicals, surace active substances	450
11	Products of the chemical industry, etc.	460
12	Explosives, pyrotechnical products	200
13	Products of distillation of mineral oils, bitumen, etc.	960
14	Undressed furskins	300
15	Dressed furskins and artificial fur	200
16	Leather and articles of leather	90
17	Woven fabrics, tulle and other net fabrics, lace, etc.	2,100
18	Carpets and tapestries	120
19	Narrow fabrics, braids and trimmings, etc.	190
20	Special fabrics, wadding and articles of wadding	280
21	Rope and rope products	150
22	Knitted and crocheted goods, articles of apparel and clothing, accessories, etc.	960
23	Footwear, gaiters and the like, parts thereof	240
24	Building materials of stone, cement, ceramic materials or glass	300
25	Articles commonly used for domestic purposes	120
26	Arms and sports requisites	140
27	Imitation jewellery and ornaments	240
28	Toys and playing sets	220
29	Articles of iron and steel and special industrial bolts, nuts, screws and rivets	1,450
30	Electric installation equipment, etc.	1,930
31	Electric household appliances	320
32	Television and radio receivers	1,000
33	Motorcycles and scooters	180
34	Passenger cars	5,200
35	Outboard motors	350
36	Buttons, blanks and parts thereof	90
37	Machinery and appliances and parts thereof, not elsewhere included	15,000
38*	Miscellaneous goods	200

*(Includes Old Quota Nos. 32, 44, 45 and 47).

Liberalization of Imports

THE following six quotas have been abolished as the goods contained therein have been liberalized:

Old Quota No.	Commodity
17	Articles of wood and straw.
18	Articles of paper.
19	Printed matter.
40	Musical instruments.
41	Sound recorders and reproducers.
43	Furniture and bedding furnishings.

FRANCE

Global Quota for Import of Oranges

THE FRENCH *Journal Officiel* dated February 10, 1962, published an announcement that a quota has been opened for the import of oranges (Tariff No. 08-02 A (I) (a), (II)) originating in and being imported from member countries of the Organization of Economic Co-operation and Development, other than Canada, Spain, the United States of America and countries of the European Economic Community.

Applications for licences, on form AC, will be received by La Direction des Relations Economiques Exterieures, Services des Autorizations Commerciales (Importations), 8, Rue de la Tour-des-Dames, Paris, 9, from February 10 onwards, when they will be examined as and when received.

Licences will be valid until September 30, 1962, only.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

(*Continued on next page*

Problems of Export Marketing

A PEP Planning broadsheet to be published on February 19 is a contribution to the discussion of the export problem by an economist concerned with the everyday business of export promotion and marketing. It first analyses the causes of Britain's present export predicament and discusses the reasons why the need to promote export marketing has not aroused the same enthusiasm in this country as in others. It then goes on to examine the actual mechanics of export marketing and to suggest ways and means by which these would be improved in Great Britain. Inquiries for copies should be addressed to the Political and Economic Planning, 16 Queen Anne's Gate, London, S.W.1.

FRANCE

Global Quotas for Imports

THE FRENCH *Journal Officiel* of February 4, 1962, announced the opening of credits for the import, under global quotas, of the following goods remaining subject to quantitative restrictions, during the first half of 1962, from countries of the convertible franc zone, including Britain (with the exception of Albania, Egypt, Poland and the U.S.S.R.)

Applications for licences should be made to the Service des Autorizations Commerciales de la Direction des Relations Economiques Exterieures, 8 rue de la Tour-des-Dames, Paris, 9, from February 4 onwards when they will be examined as and when received.

Quota No.	Tariff No.	Description
200 to 205	Ex 27-01	Coal (1).
210	27-09 A	Crude petroleum.
220	27-10 A (I) (a) (1)	Aviation spirit.
225 to 228	27-10 B (V), 34-03 A (I), 27-13 B (II), 34-03 B, 27-14 B,	Lubricating oils. Waxes. Petroleum coke.
	38-14 B (I) and various (2)	Lubricating additives (dopes) and raw materials for their manufacture.
	27-13 B (III) (a)	Raw materials (semi-finished products): Paraffin residues (slack wax and scale wax).
	Various (2)	Various petroleum products.

(1) Coal will be imported by the Association Technique de l'Importation Charbonniere, 149 rue de Longchamp, Paris, 16.
(2) Applications for licences must show the tariff number of the goods to be imported.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

SPAIN

Global Quotas

THE FIRST half of the 1962 list of global quotas was published in the *Board of Trade Journal* of February 9, 1962 (page 327).

The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. dollars	
9	Non-liberalized basic products used in manufacture of paints, varnishes and plastics, and non-liberalized plastic raw materials	1,000,000	March 5
12	Paints, varnishes and other finished colouring matter, including artists' colours and inks	87,500	March 5
15	Manufactures of plastic materials including cellulose and cellulose gut	182,500	March 5
17	Fur skins and articles of fur; artificial fur	300,000	March 5

ITALY

Licensing Arrangements for Certain Motor Vehicles

BY A DECREE dated January 29, 1962, the Italian Ministry of Foreign Trade has announced that permits for the import of motor vehicles falling under headings 87.02 and 87.03 of the customs tariff – namely motor vehicles for passengers and goods, and special purpose motor vehicles – will now be granted automatically on the application of importers.

Inquiries in connection with this notice should be made to Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, extension 345).

GREECE

Ban on Import of Secondhand Lorries

THE GREEK EMBASSY in London has informed the Board of Trade that with effect from January 22, 1962, the importation of secondhand lorries sent to Greece free of charge is prohibited. A special import licence must in future be obtained for such used vehicles from the Greek Ministry of Commerce.

IRISH REPUBLIC

Import Arrangements

THE MINISTER OF Agriculture in the Irish Republic has made an Order under the Destructive Insects and Pests (Consolidation) Act, 1958, entitled the Importation of Unbarked Coniferous Timber (Prohibition) Order, 1962. The effect of the Order which came into operation on February 1, is to prohibit, except under licence, the importation of **timber in the round from trees of any of the coniferous species, with some or all of the bark still present,** brought from Belgium, Denmark, the Federal Republic of Germany and the Netherlands. The purpose of the Order is to prevent the introduction into the State of insects, fungi and other pests destructive to forest trees.

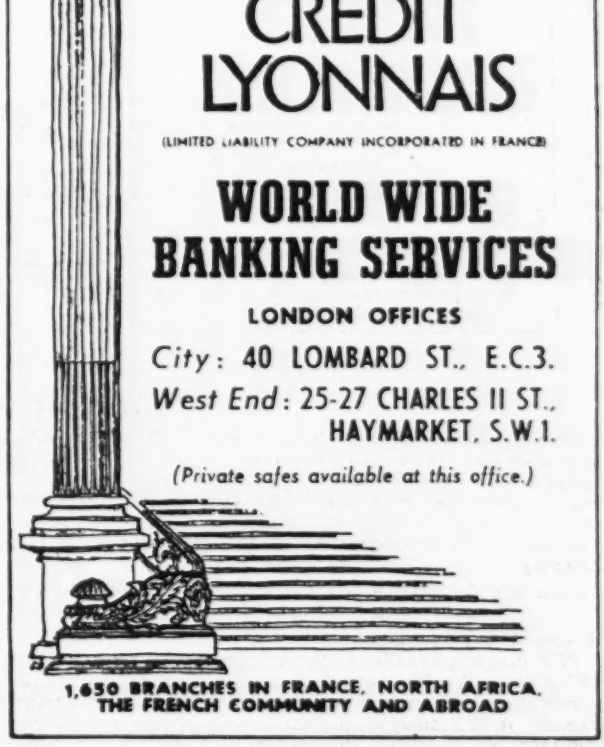
The Minister for Agriculture in the Irish Republic has also made two Orders entitled (1) the Colorado Beetle Order, 1962, and (2) the Foot and Mouth Disease (Importation of Plants) Order, 1962, under (1) the Destructive Insects and Pests (Consolidation) Act, 1958, and (2) the Agriculture Act, 1931, and Diseases of Animals Acts, 1894, respectively. The effect of these Orders which came into operation on February 1, is to provide for the amendment of the definition of the word 'plants' in the Colorado Beetle Order, 1945, and the Foot and Mouth Disease (Importation of Plants) Order, 1952, so as to exclude from the scope of both Orders the following items:

dried canes without roots, bamboo tapers, raffia, whisk tops, dried teazles, dried seagrass, willow sticks, golden rushes, broom corn and timber without roots attached.

The purpose of the new Orders is to make it unnecessary for importers to apply for a licence for the importation of these plant products.

EFTA Booklet

'Sources of Information EFTA' is the title of a handbook published by the Federation of British Industries. Copies from the F.B.I. Print and Publications, 21 Tothill Street, London, S.W.1. 20s.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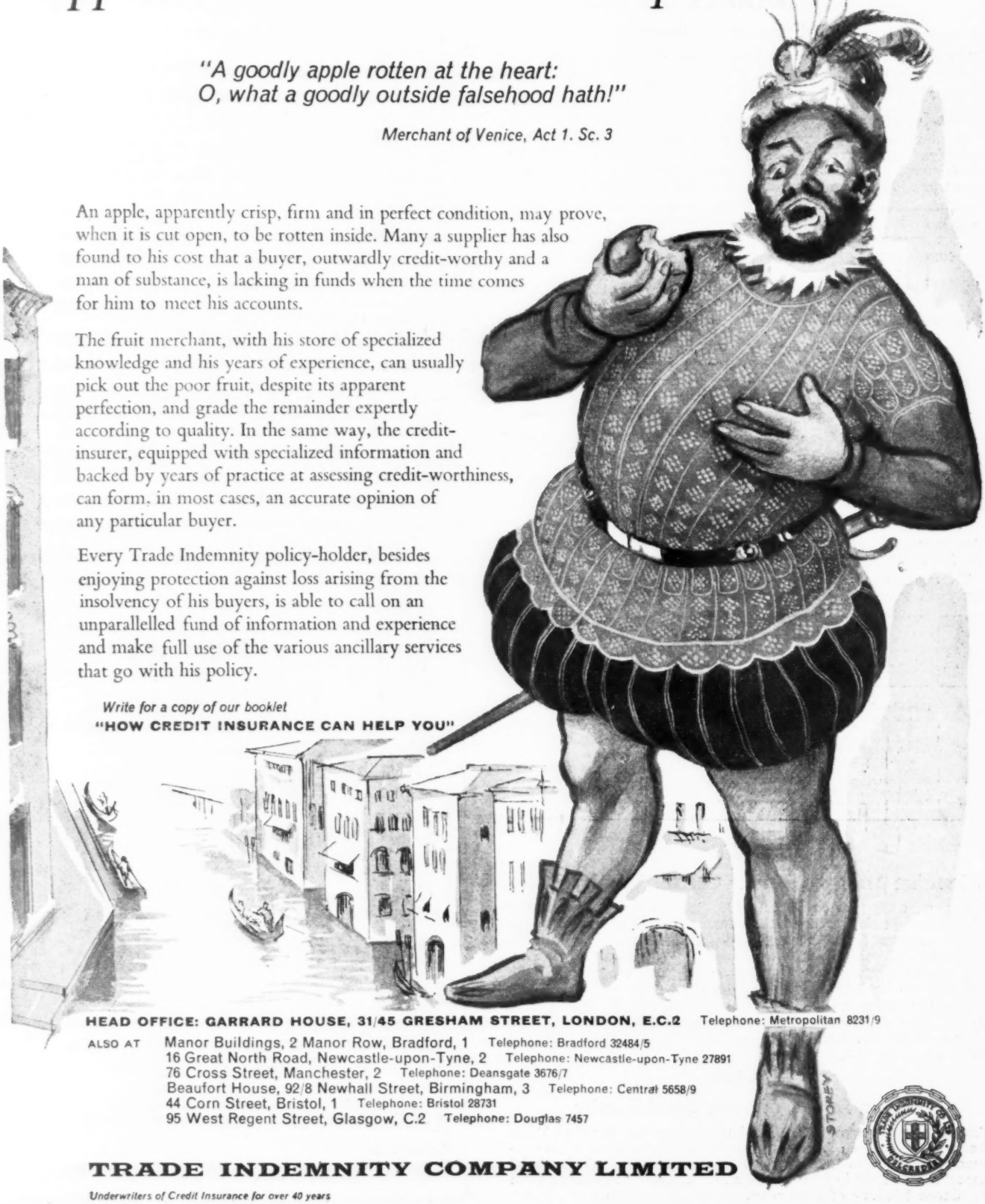
"A goodly apple rotten at the heart:
O, what a goodly outside falsehood hath!"

Merchant of Venice, Act 1. Sc. 3



An apple, apparently crisp, firm and in perfect condition, may prove, when it is cut open, to be rotten inside. Many a supplier has also found to his cost that a buyer, outwardly credit-worthy and a man of substance, is lacking in funds when the time comes for him to meet his accounts.

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YUGOSLAVIA

Amendments to Import Regulations

THE YUGOSLAV Committee for Foreign Trade have amended the various lists of goods subject to import restrictions or importable without restriction. The amendments became effective on December 27, 1961.

An unofficial translation of the amended lists is held by Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, extension 665).

LEBANON

Customs Tariff Amendment

THE LEBANESE Customs Tariff has been amended as shown below. Additions to the text are given in italics, square brackets indicate deletions.

Tariff No.	Description	Unit	Rate of Duty	
			New	Old
			Per cent.	
10.06	Rice:			
	(b) Whole grains ground to remove the pericarp; polished or glazed	100 K.B. or *ad val.*	Exempt	300 P. 5
27.10	Petroleum and shale oils, other than crude; preparations not elsewhere specified or included, containing not less than seventy per cent. by weight of petroleum or shale oils, these oils being the basic constituents of the preparations:			
	(f) Lubricating oils and lubricants:			
	1. In casks not exceeding 5 kg. in weight	*ad val.*	25	15
	2. Other	*ad val.*	15	15
	(g) Other	*ad val.*	15	15
	[(f) Other]			
64.03	Footwear with outer soles of wood or cork	*ad val*		50
	(a) Special footwear for sponge fishing	*ad val.*	1	
	(b) Other	*ad val.*	50	
99.06	Antiques of an age exceeding 100 years:			Exempt
	(a) Antique furniture	*ad val.*	25	
	(b) Other		Exempt	

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 276 or 679.)

Importation of Sugar

A NOTICE WAS published in the *Board of Trade Journal* on June 2, 1961 (page 1322), stating that sugar imported into Lebanon was to be subject to the licensing system. Under a new decree issued in Beirut on January 11, 1962, all kinds of sugar may now be imported without an import licence, and all other restrictions governing its importation have been removed.

Maximum prices for white sugar produced or refined locally are fixed as follows:

50 piastres per kilogramme of sugar delivered at the stores of wholesalers.
50·25 piastres per kilogramme delivered to retailers.
55 piastres sold to the consumer on a retail basis.

Importation of Rice

A NOTICE WAS published in the *Board of Trade Journal* on December 1, 1961 (page 1150), reporting that imports of rice into Lebanon were to be subject to licence. This decision has now been revoked, and as from January 8, 1962, rice will no longer be subject to the import licencing system.

All inquiries concerning this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2528.)

Posting of Small Packets to South Africa and S.W. Africa

THE POST OFFICE announces that with effect from February 12, 1962, Small Packets will be accepted for transmission by air or surface route to the Republic of South Africa and to South West Africa.

Full details of the service may be obtained from any Post Office.

IRAN

Imports of Agricultural Machinery and Spare Parts

THE CENTRAL BANK of Iran has issued the following amendment to the notice published as paragraph (b) under 'Import Payment Regulations' in the *Board of Trade Journal* of December 1, 1961 (page 1148):

1. The maximum period allowed for payment of drafts for tractors, combines and other agricultural machinery and spare parts sold through the Agricultural Machinery Development Board is three years from the date of shipment, provided that in each case the Board certifies a copy of the relevant invoice to the effect that the agricultural machinery or spare parts in question will be sold through the Board.
2. In the absence of a certificate from the Board to this effect, the maximum period allowed for payment of acceptance drafts in respect of agricultural machinery and equipment included under Customs Tariff headings Nos. 834 and 835 and spare parts therefor will be two years from the date of shipment.

IMPORTANT NOTICE RE CERTIFICATES OF ORIGIN

Republic of South Africa

A revised Certified Invoice (officially known as No. S.45) is required under South African Government Notice No. 1001 dated November 19, 1961. The new Form is now in stock and bears our Ref. No. 1812 (Revised 1961). We understand that the South African Customs Dept. will accept the old Forms in respect of goods arriving in South Africa before May 17, 1962.

European Free Trade Association:
Certificates of Origin No. 1.b.

This declaration may be used where different articles on the Invoice qualify under different criteria of origin, but may also be used in cases where all articles on the invoice qualify under the same criterion. It therefore follows that this new Form may be used in place of No. 1.a.

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SOUTH AFRICA

Imposition of Ordinary Dumping Duty

GOVERNMENT NOTICES Nos. R.131-R.134 (inclusive) and R.136, published in the *Republic of South Africa Government Gazette* of February 2, 1962, impose, as from that date, ordinary dumping duty in addition to any other duties payable thereon, on the following goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed by Government Notices Nos. R.131-R.134 (inclusive) also applies to any such goods imported under rebate of duty facilities:

G.N. No.	Tariff Item	Goods	Territories
R.131	86 (d), 129 (l) and 130 (h)	Sparking plugs	Canada.
R.132	118 ex (a) (5)	Mattocks	Austria, Czechoslovak Republic, Hungary.
	ex 133	Pickaxes	Austria, Hungary.
R.133	146 ex (a), 118 ex (g)	Taps, of a size not less than ⅜ inch, of high-speed steel	United Kingdom of Great Britain and Northern Ireland.
R.134	167 ex (a)	Lavatory basins of earthenware or porcelain	Kingdom of the Netherlands.
R.136	244 (d)	Sodium hydroxide (caustic soda)	France, Sweden.

Rebate of Duty for Manufacturing Purposes

GOVERNMENT NOTICES Nos. R.137-R.142 (inclusive), published in the *Republic of South Africa Government Gazette* of February 2, 1962, amend the Second and Third Schedules of the Customs Tariff and provide for the rebate of duty to the extent set out below on the following goods when imported or withdrawn from bond by registered manufacturers for use in the industry specified (Second Schedule) or when imported for commercial and industrial purposes (Third Schedule):

G.N. No.	Tariff Item	Article	Rebate of Duty	Refund of Duty
		SECOND SCHEDULE		
R.137	591	Printing, lithographic, bookbinding, ink and roller composition manufacturing industry:		
		(18) Cores and flanges of cardboard, for packing printed pressure-sensitive adhesive tapes, labels and tickets	*ad val.* 10%	
		By the deletion, in paragraph (18), of the word 'printed'.		
		By the addition, after paragraph (19), of the following paragraph:		
		(28) Polyvinyl chloride film not exceeding 0·005 inch in thickness, for the manufacture of pressure-sensitive adhesive tapes, labels and tickets.	To the extent of the intermediate duty.	
R.138	710	Ferro-chrome and refractory material manufacturing industry:		
		(2) Raw boulder corundum and raw magnesite for the manufacture of refractory material	To the extent of the intermediate duty.	
		By the substitution, for paragraph (2), of the following paragraph:		
		(2) Raw boulder corundum and magnesite (calcined or raw), for the manufacture of refractory material	To the extent of the intermediate duty.	
R.139	728	Industry for the manufacture of toy dolls:		
		Polyvinyl chloride or preparations thereof	To the extent of the intermediate duty.	
		By the substitution, for the item, of the following item:		
	728	(No paragraph.)		
	838	By the insertion, after item 837, of the following item:		
	838	Industry for the manufacture of toys:		
		(1) Polyvinyl chloride or preparations thereof, for the manufacture of dolls	To the extent of the intermediate duty.	
		(2) Woven plush fabrics in the piece, containing more than 50 per cent. by weight of mohair, or containing more than 50 per cent. by weight of rayon or cellulose acetate or mixtures thereof	The whole duty.	
		(3) Glass or plastic eyes	To the extent of the intermediate duty.	
R.140	750	Chrome pigments manufacturing industry:		
		Ammonium molybdate; sodium molybdate	To the extent of the intermediate duty.	
		By the substitution, for the item, of the following item:		
	750	Industry for the manufacture of pigments:		
		(1) Ammonium molybdate and sodium molybdate, for the manufacture of chrome pigments	To the extent of the intermediate duty.	
		(2) Titanium tetrachloride and potassium sulphate, for the manufacture of titanium oxide	To the extent of the intermediate duty.	
	851	Materials for general industrial purposes:		
		(13) Sodium carbonate, excluding soda crystals, in bulk, for use in the following industries:		
		By the addition, after sub-para-(Z) of paragraph (13), of the following sub-paragraph:		
		(aa) Industry for the manufacture of titanium oxide	To the extent of the intermediate duty.	
		THIRD SCHEDULE		
R.141	966	Materials or articles used in the manufacture, processing or packing of goods in the Union, as specified hereunder, on exportation of such goods:		
		(a) to territories other than Basutoland and the Protectorates of Bechuanaland and Swaziland:		
		By the addition, after sub-paragraph (52) of paragraph (a), of the following sub-paragraph:		
		(53) Material and with discardable backing, of a kind used for reflective purposes, utilized for cutting into strips or tape	—	The whole duty.
R.142	966	By the addition, after sub-paragraph (53) of paragraph (a) of the following sub-paragraph:		
		(54) baskets of any material, used as containers for sweets	—	The whole duty.

Proposed Regulations under Animal Diseases Act, 1956

GOVERNMENT NOTICE No. 166, published in the *Republic of South Africa Government Gazette* of February 2, 1962, gives details of draft Regulations under the Animal Diseases and Parasites Act, 1956.

Parts IV and X of these draft Regulations provide for control of the import, manufacture, sale and use of certain products used, or intended to be used, in or for testing, treatment or immunization of any animal for or against any diseases or any material or substance likely to spread disease amongst animals.

Any person desiring to submit any objections or representations concerning these proposed regulations is invited to lodge in writing such objections or representations with the Director of Veterinary Services (Field Section), Private Bag 138, Pretoria, **within four weeks of the date of publication of the notice.**

Full details of the Regulations may be obtained from Export Services Branch, Board of Trade, Room 541, Lacon House, Theobalds Road, London, W.C.1.

GHANA

Import Licensing

THE GHANA CONTROLLER of Imports and Exports has announced the following additional Open General Licences:

O.G.L. No. 5. Fish – fresh, chilled or frozen caught by fishing vessels registered and licensed in Ghana.

O.G.L. No. 6. Spare Parts for – locomotives, ships and aeroplanes; motor bicycles, bicycles, tractors, earth-moving equipment, cranes and other moving/movable vehicles; machinery of all kinds including household and industrial equipment.

It should also be noted that provided shipment is made on or before March 31, 1962, importation of the following commodities has been authorized without specific licence:

Rice, Flour, Sugar, Milk and Common Soap.

FEDERATION OF RHODESIA AND NYASALAND

Amendment to Suspension of Duty List

FEDERAL GOVERNMENT Notice No. 32, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of February 2, 1962, amends, with effect from that date, the existing list of suspensions of duty as follows:

By the *repeal* of the following items:

	Item	Effective Rate of Duty (percentage except where otherwise shown)			
		Duty A	Duty B	Duty C	Duty D
Ex 3 (1)	Biscuits . . . *ad val.*	30	15	15	10
14 (1)	Confectionery: Plain or fancy, of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e.; sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow . *ad val.*	30	15	15	10
	or per lb.	£0 0s. 7½d.	£0 0s. 3½d.	£0 0s. 3½d.	£0 0s. 2½d.
		which ever duty shall be the greater.			

CEYLON

Export Duty on Coconut Poonac

CUSTOMS NOTIFICATION (Tariff) No. 61/8 published in the Ceylon *Government Gazette* dated January 26, 1962, says that with immediate effect export duty under the Customs Ordinance shall be levied and paid on coconut poonac (in lieu of the existing export duty payable thereon under the Customs Ordinance) at the rate of twenty-five rupees per ton.

Import Trade Control

THE BRITISH TRADE Commissioner in Colombo has reported by cable that the import of the following items has been banned, with effect from February 6/7, 1962. All outstanding licences have been cancelled.

1. Fruits preserved in sugar syrup or spirits
2. Sauces
3. Account books and registers
4. Exercise books
5. Albums
6. Erasers
7. Drinking straws
8. Ice cream cones
9. Handkerchiefs
10. Nails imported with tea chest fittings
11. Writing and printing paper
12. Toys
13. Envelopes except air covers
14. Candles
15. Towels and towelling (cotton and rayon)
16. Foam rubber mattresses and cushions
17. French polish
18. Wire nails (except special types on recommendation from Department of Industries)
19. Hair pins and hair grips
20. Christmas and greeting cards
21. Shoe lace
22. Barbed wire manufactured

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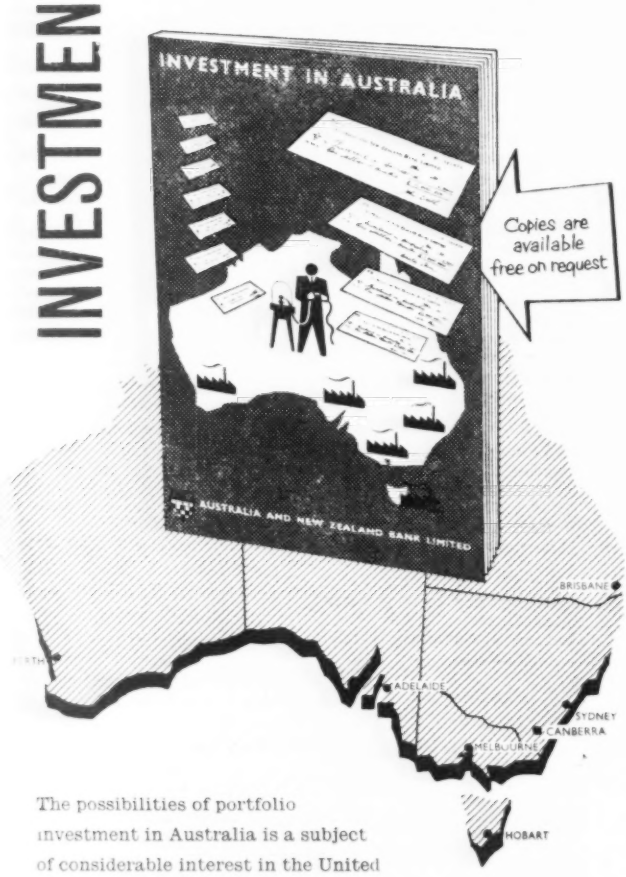

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AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
		Per cent.
ARTIFICIAL RESINS AND PLASTIC MATERIALS, viz.:		
Otherwise classifiable under Tariff Item 368 (B) (1) (b), for all purposes except for use in the manufacture of paints, enamels, varnishes or floor polishes, under security	368 (B) (1) (a)	Free
Otherwise classifiable under Tariff Item 368 (C) (1) (b), (c), or (d) for all purposes except for use in the manufacture of paints, enamels, varnishes or floor polishes, under security	368 (C) (1) (a)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

RESINS, SYNTHETIC:		
Otherwise classifiable under Tariff Item 369 (C) (4) (b) but not including polypropylene	369 (C) (4) (a)	Free

Decisions on Tariff Classifications

The Australian Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

ELECTRICAL APPLIANCES AND MATERIALS:		
Switches:		
Pressure operated, not incorporating a thermal element, for the automatic regulating of pressure, temperature or vacuum:		
Of the types commercially used in refrigeration:		
Bearing features such as the words 'warm', 'cold', 'defrost', 'fast freeze' and the like, indicating use solely in refrigeration	175 (C)	30 *ad val*
Not bearing any marking indicative of sole use in refrigeration and having commercial use in other applications, e.g., air compressors, water pump, boiler control, etc.	179 (B) (7)	22½ *ad. val.*
Otherwise	176 (K) (7)	Free
MACHINERY, MACHINES, etc.:		
Polishing:		
Floor polishers, industrial types	176 (F) (1)	27½ *ad val.*
MUSICAL INSTRUMENTS:		
Jazz band instruments and effects peculiar thereto, not including cheap toys:		
Instruments of the lute class	366 (E)	Free
Other	366 (A)	5 *ad val.*
PINS:		
Hair, metal, described as 'Holdtight Pin Clip,' worn in the hair to retain waves in place, when not in fancy boxes	210 (B)	Free

Parts Orders

The revised Parts Order No. 1 published in the *Board of Trade Journal* of October 6, 1961 (page 753) is amended as follows:

Parts Order No. 24.

1. This order may be cited as Parts Order No. 24.
2. This Order shall take effect from January 2, 1962.
3. Parts Order No. 1. is further amended by:
   Deleting from the definition of excluded parts in paragraph 3 (1) (2) the following reference:
   Item 122(B).

Parts Order No. 25.

1. This order may be cited as Parts Order No. 25.
2. This order shall take effect from January 26, 1962.
3. Parts Order No. 1 is further amended by:
   (a) Deleting from the definition of excluded parts in paragraph 3 (1) (2), the following references:
   Item 380 (B) (2)
   Item 380 (B) (3)
   (b) Adding to the definition of excluded parts in paragraph 3 (1) (2), the following references:
   Item 179 (L) (1)
   Item 179 (M)

Australia (*Continued*)

Substitute Notices

The Australian Customs and Excise Substitute Notice. (No. 1) republished in full in the *Board of Trade Journal* on January 12, 1962 (page 82) is amended by substitute notices Nos. 6 and 7 as follows:

Substitute Notice No. 6.

Substitute Notice No. 1 is amended by deleting from the first column of the Schedule the reference to Tapes, not woven, of ethyl cellulose, cellulose esters or synthetic resins, having a substance not exceeding 70 lb. for 480 sheets 20 inches by 25 inches, in widths less than 6 inches printed, embossed or not, self adhesive or not, including such tapes incorporating reinforcing filaments of any material, but not including tapes for tape recorders, and deleting from the second column of the Schedule the reference to 'Similar tapes of paper'.

Substitute Notice No. 7.

Substitute Notice No. 1 is amended by deleting from the list of goods in the first and second columns of the Schedule thereto, the following:

FIRST COLUMN (Substitute)	SECOND COLUMN (Dutiable Goods for which Goods in First Column are SUBSTITUTES)
Synthetic resin emulsions of the acrylic type in any polymerized or co-polymerized form, for use in the manufacture of paints, enamels or varnishes.	Synthetic resin emulsions of the styrene-acrylic type in any polymerized or co-polymerized form, suitable for use in the manufacture of paints, enamels or varnishes, covered by Tariff Item 369 (C) (6) (c).

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether a bounty should be payable on **sulphuric acid produced from lead concentrate gas** of Australian origin; and if so found, what rates of bounty should apply, and from what date and under what conditions should such bounty be payable.

This reference has been made as a result of representations from local manufacturers.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 5, 1962.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 1591/62.

Management Principles

'Management Principles' has been written by Sir Walter Puckey, as a primer for directors and potential directors. Hutchinson & Co. (Publishers) Ltd., London. Price, 21s.

Temporary Duty Inquiry

DETAILS were given in the *Board of Trade Journal* of October 7, 1960, (page 839), of the Australian legislation permitting the imposition of temporary duties.

A reference has now been made to the Deputy Chairman of the Tariff Board in respect of **taximeters** classifiable under Tariff Item 169 (E).

Details of the Tariff Item under which the above mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
169	MACHINERY, viz.:	Per cent.	Per cent.	Per cent.
	(E) Taximeters including mechanical driving units imported with and for use therewith . *ad val.*	25	35	35

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Deputy Chairman will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2 (Telephone: Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2612 or 2840), quoting reference No. C.R.E. 1548/62.

Tariff Changes

CHANGES have been made in the Australian Tariff effective as from February 7, 1962. The duties on onions have been increased and sliding scale duties introduced. There has been a reduction in the duties on lactose.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile, may be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extension 679 or 276.)

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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NEW ZEALAND

Import Licensing Arrangements

THE NEW ZEALAND Customs Department has announced the following decisions in relation to the Import Licensing Schedule for the 1961 period:

Spare Parts of Machinery

In order to facilitate the actioning of applications for licences for spare parts and to avoid possible disruption to industry through the non-availability of spare parts to maintain existing machinery and equipment Collectors of Customs have been given wider authority to deal with such applications.

The schedule below lists the item codes concerned and in lodging applications applicants should supply the following information.

(a) *Normal and regular importers*

(i) Stock of spare parts on hand as at the date of application for the item concerned.

(ii) Imports of spare parts under the item code concerned in the 1960 and 1961 calendar years (separately).

(iii) The value of imports made in 1962 to date of application showing separately details of the total value of goods actually imported, goods in transit, and goods ordered under existing licences but not yet shipped as at that date.

(iv) In any case involving a composite item covering spare parts and units of machinery, separate values of imports of spare parts and complete machines are to be supplied under headings (i), (ii) and (iii) above.

(v) An explanation of any significant variation in the pattern of present as against past imports of spare parts should be supplied.

(b) *Applicants other than normal and regular importers*

(i) Reason for inability to obtain requirements from normal importing sources should be stated together with name of previous supplier (if any).

(ii) Whether the spare parts are required for immediate installation or for stock.

(iii) Present stock (if any) and outstanding orders (local or overseas).

Any licences granted in terms of paragraph (2) above will be noted as follows:

'Available only for the importation of spare parts for the maintenance of existing plant and machinery and not for parts for use as components in manufacture.

'This licence may be taken into account in determining the applicant's allocation for the 1962/63 period.'

Applications for spare parts at present held by the Department will be dealt with as expeditiously as possible and care should be taken to ensure that those requirements are not duplicated in preparing applications in terms of this instruction.

Consideration will be given to the issue of additional licences for *spare parts* **classed under the following item codes:**

134-3	338-35	352-11
134-4	338-48	353-1
135-1	338-53	353-2
171-1	342-1	353-4
172-1	343-1	353-5
175-1	344-1	353-6
194-1	345-1	353-7
203-1	347-1	353-8
287-1	348-1	353-11
307-1	349-1	353-12
313-1	351-3	353-16
314-1	351-6	353-18
332-1	351-8	353-19
333-9	351-9	353-21
334-1	351-10	353-26
334-2	351-11	356-10
334-3	351-12	363-1
334-4	351-13	378-1
335-1	351-15	378-2
335-2	351-18	378-3
335-4	351-22	378-4
336-1	351-25	378-5
338-7	351-27	380-2
338-11	351-29	389-5
338-12	352-8	419-1
338-16	352-9	419-2
338-22	352-7	

New Zealand (*Continued*)

Tariff Classifications

THE NEW ZEALAND Customs Department have announced the following decisions in interpretation of the Customs Tariff:

Tariff Item No.	Decision	B.P.	General
		Per cent.	
	Antiseptics:		
100 (1)	Sulphamethizole.		
421 (3) (b) (i)	Siccolin P309 and P330 cold water adhesives.		
416	Pictures, unframed, depicting biblical incidents and being specially suited for teaching in Sunday schools	Free	Free
	Boots, etc.:		
	The following materials, etc.:		
448 (3)	Guipure lace of nylon	3	10
	Emulsifiers, etc.:		
448 (3)	Dyeco Resinoid A and Resinoid B	..	..
448 (3)	Lambskin, imitation, on declaration by a manufacturer for use by him only in making paint rollers	3	10
448 (3)	Niax triol LM—52	3	5
448 (3)	Nitrex	3	20
	Methyl alcohol, anhydrous, etc.:		
448 (3)	(22) As a solvent in the manufacture of sheep dip	..	..
	Rubber:		
448 (3)	Sulphur dispersed in oil	3	3
	Winches, cranes, hoists:		
448 (3)	Parts, as may be approved, for the manufacture of hydraulic tipping hoists for motor vehicles	3	25
	Approved:		
	Dropped forged steel ram bases.		
	Dropped forged steel trunnion bearings.		
	Dropped forged steel crosshead tees.		

CUBA

Re-organization of Import and Export Operations

ON JANUARY 14, 1962, the Cuban Ministry of Foreign Trade announced that, with effect from December 31, 1961, the two State trading organizations dealing with imports and exports (*Empresa Cubana de Importaciones* and *Empresa Cubana de Exportaciones* respectively) had been abolished.

In their place the Cuban Government has created twelve new organizations with responsibilities as follows:

Cubazucar	Exports of sugar and its derivatives, honey, alcohol, yeast and molasses.
Cubatabaco	All operations relating to tobacco, whether in leaf or cut, cigars and cigarettes.
Cubametales	Exports and imports of all metals and minerals, cement, sand, petroleum and its derivatives and coal.
Maquimport	Imports of machinery, medical, dental and veterinary instruments and equipment and complete factories.
Transimport	Imports of vehicles of all types and of their spare parts; ships, aircraft, instruments, etc.
Alimpex	Imports and exports of food products.
Quimipex	Imports and exports of chemical and pharmaceutical products.
Matrimpex	Raw materials and semi-manufactured products, wood, (r.t.m.) Formica (plastics), plywood, tanning materials, animal fodder, glues, cement, etc.
Cubatex	Textiles, fibres, leather and its products.
Consumimpex	Imports and exports of all consumer goods such as hardware, glassware, ceramics, office equipment, electrical equipment, sports equipment and other miscellaneous products.
Cubartimpex	Imports and exports of all articles relating to culture and art, e.g. musical instruments, gramophone records and sheet music, books, periodicals, philately equipment, films, etc.
Intercomex	Will assume the functions of intermediary in compensation and bilateral ('barter'), operations which may be carried out by the above-mentioned Enterprises.

The new Enterprises will continue for the time being to occupy the same offices as the former *Empresa Cubana de Importaciones* (Postal address – Apartado 7031, La Habana, Cuba) and *Empresa Cubana de Exportaciones* (Postal address – Apartado 6320, La Habana, Cuba).

MEXICO

Tax Exemptions for New Industries

THE MEXICAN *Diario Oficial* of January 6, 1962, published a general declaration of tax exemptions under the Law for the Encouragement of New and Necessary Industries in favour of the manufacture of hydraulic and pneumatic air brake systems.

This industry is declared to be a semi-basic one, but, in order to obtain the necessary benefits, interested firms must comply with the following conditions:

(a) Maintain the capital structure of their company in such a form that the Government may see that it cannot affect the net balance of payments of the country by the exportation of foreign exchange in the form of dividends, presents, technicians' services, patent rights, interests ,etc.

(b) Overseas payments for the purchase of or the right to use patents, trade marks or commercial names, or for technical assistance, even though this may be in the form of presents, participation in production, sales and profits, interests, dividends or any other form, whether in cash, shares, credits or by any other method of payment, must be limited to a percentage of sales, which shall be decided by the authorities.

(c) One foreign technician only may be employed for up to one year only, from the date of publication of the specific decree granting the tax exemptions. In the case of non-technical personnel, foreigners may be employed for a maximum period of two years.
In both cases, however, permission for these persons to be employed is conditional upon each one teaching at least two Mexicans to take over from them when the period expires.

(d) Total payments to foreign personnel must not exceed 10 per cent. of the total salary bill.

(e) Standards established by the Ministry of Finance must be used.

Subject to the above conditions, exemptions of up to seven years from most import duties, stamp taxes, sales tax and income tax will be granted.

(*Continued on next page*)

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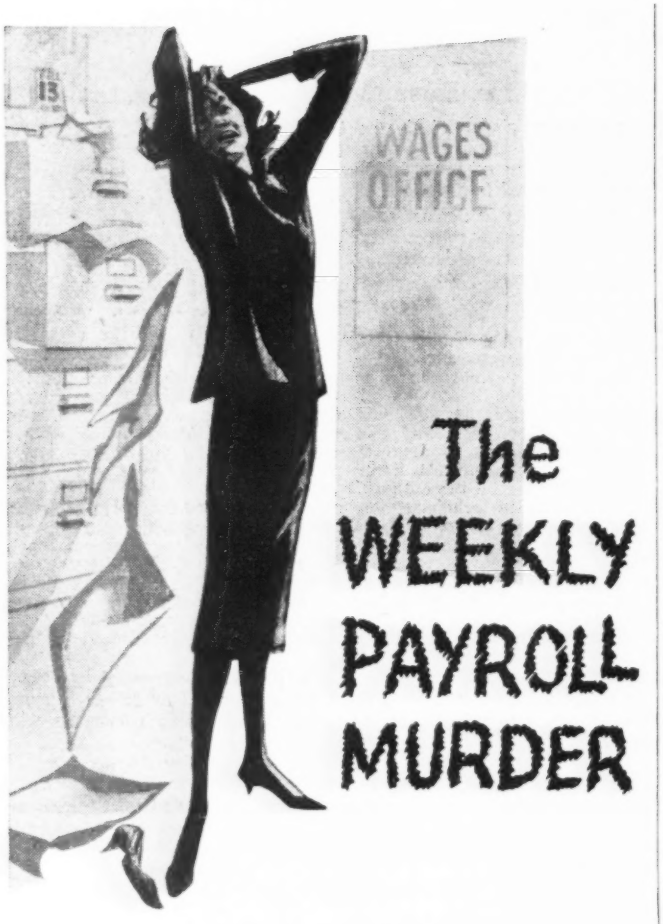

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Mexico (*Continued*)

Customs Free Zones

BY DECREE published in the Mexican *Diario Oficial* on January 19, 1962, the period of the Free Zones of Chetumal, Cozumel, Xcalak and the Isla de Mujeres in Quintana Roo was extended for a further twelve months until January 31, 1963.

CHILE

Amendments to Customs Tariff

BY CHILEAN Decree No. 87, published in the *Official Gazette* of January 23, the Ministry of Finance has reduced the customs duties and *ad valorem* taxes on the undermentioned items **until December 31, 1962.**

Item No. 1180	
White cellulose in sheets (containing more than 90% alpha cellulose) to be used exclusively for making viscose.	*Ad valorem* tax reduced from 30% to 10%
Item No. 924	
Solid caustic soda (99% Rayon Grade) to be used exclusively for making viscose.	New duty rate 0·05 and *ad valorem* tax reduced from 30% to 10%.

Amendments to Customs Tariff

THE FOLLOWING modification to the Chilean Customs Tariff, valid until December 31, 1962, have recently been announced:

Item No. 944	
Urea, for industrial uses, of more than 45% dry weight nitrogen content	New rate of duty 0·05 gold pesos per nett kilo. and *ad valorem* tax reduced from 30% to 3%.

GUATEMALA

Imports of Kenaf Seeds and Rosella Seeds

BY ORDER dated December 28, 1961, published in the Guatemalan *El Guatemalteco* on January 27, 1962, and effective the day after, the importation of seeds of the kenaf (*Hisbiscus cannabinus*) and rosella (*Hisbiscus sabdaderiffa*) plants has been prohibited. In future these seeds may be imported only by the National Agricultural and Livestock Research Institute, a dependency of the Guatemalan Ministry of Agriculture.

ARGENTINA

Imports of Fuel

IT WAS REPORTED in the *Board of Trade Journal* for January 19, 1962 (page 120) that certain fuels had been transferred from List No. 1 (free of surcharge) to List No. 2 (20 per cent. surcharge). The list of fuels affected by this new control should be amended to include **fuel oil.**

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
Directory of Board of Trade Departments and Their Work	8 Apr. 1960
British Commercial Representatives Overseas	19 Jan. 1962
Board of Trade Departments	30 Sept. 1960
Board of Trade, Regional Controllers	2 Feb. 1962
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	12 Jan. 1962
U.S. Consular Offices in the U.K.	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).

PERU

Exemption for Some Electrical Items

PERUVIAN SUPREME DECREE No. 1 of January 5 lists a wide range of materials, tools, equipment and machinery on which Peruvian electricity concerns may, in approved instances, claim exemption from import duties until December 31, 1961.

The list of items – in Spanish – may be seen at the Export Services Branch, Board of Trade, Room 729, Lacon House, Theobalds Road, London, W.C.1.

Exemption for Some Raw and Semi-finished Materials

PERUVIAN SUPREME DECREE No. 2 of January 5 lists the undermentioned raw and semi-finished articles on which Peruvian manufacturing industries may claim exemption from import duties. These items are in addition to those listed in Decree No. 1 of January 20, 1961 (see *Board of Trade Journal* of March 3, 1961, page 549).

Item No.

242 Lactose
774 Polyamides such as 'Durethan B.S.'
804 Special preparations, in powder or paste, for use as auxiliaries or fluxes in metal welding in general.
813 Di-isobutylene-isobutylene phenol
1485 Hemp, maguey, agave, sisal and other similar fibres (only for the deficit).
2349 Only iron and steel wire of from 0·2 mm. to 0·24 mm. in diameter, whether or not tinned, galvanized, coppered, burnished or painted, which are not produced in Peru.
2358 Only cold rolled strips of iron or steel alloys, up to 2·24 cm. in breadth and 0·10 mm. in thickness, with 1·20 to 1·30 per cent. of carbon, 0·40 to 0·50 per cent. of chromium.
2367 Only ordinary smooth plates of iron or steel, of any shape or size, cold rolled, without perforations, painting or varnish, in accordance with the accompanying certification, which do not compete with the hot rolled plates made in Peru, and used solely for the manufacture of articles in which they are indispensable – in conformity with the report and specific approval which is demanded in every case.
2371 Only 'Sold y Zinc' (sic) and 'Sendzimir' (a galvanizing process) steel plates, cold rolled, electrolytically galvanized or chromed, which are not produced in Peru.
2408 Aluminium strips of a thickness not exceeding 0·5 mm., for other uses, in rolls (only for the deficit).
2825 Only for insertions of tungsten carbide.

CANADA

Tariff Board Hearing: Reference No. 123

AN ANNOUNCEMENT was published in the *Board of Trade Journal* on May 15, 1959, giving details of the certain tariff items to be studied by the Canadian Tariff Board.

The Minister of Finance now states that, since this series of tariff items was referred to the Board, three new tariff items – 445 t, 445 u and 445 v (listed below) – covering **materials and parts used by the radio, television and electronics industry,** have been established, and in its study of Reference No. 123 the Board will take account of these new items.

Item	British Preferential	Most Favoured-Nation	General
			Per cent.
445 t. Molybdenum rod and tubing for use in the manufacture of radio tubes and parts therefor	Free	Free	30
445 u. Getters and getter assemblies for use in the manufacture of radio tubes and parts therefor	Free	Free	30
445 v. Materials imported by manufacturers of semi-conductor devices and parts therefor, for use in the manufacture of such articles	Free	Free	30

(*Continued on next page*)

New British Quarterly in Russian

The first issue of 'Anglia,' a quarterly illustrated magazine in Russian about life in Britain today, includes messages from the Prime Minister and Sir Frank Roberts, H.M. Ambassador in Moscow. Copies are available from H.M. Stationery Office, P.O. Box 569, London, S.E.1, on subscription.

Canada (*Continued*)

Customs Tariff Amendments and Extensions

THE CANADIAN Government has issued Order-in-Council P.C. 1962-96, effective January 25, 1962, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the Tariff are shown in italics and deletions are indicated by square brackets.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
		(except	Per cent. where otherwise shown)	
123d	Frozen tuna loins for use in the manufacture of canned tuna . . . (Expires January 31, 1964)	Free	Free	30
203c	Solutions of aniline dyes with or without dissolving salts, adapted for dyeing, for use in Canadian manufactures . . . . . (Expires January 31, 1964)	Free	Free	10
203d	Pigments, with or without dispersing agents, whether or not in aqueous dispersion, binders therefor; inks, binders therefor; all for use in the coating, colouring or printing of textiles . . . . . (Expires January 31, 1964)	Free	Free	25
203e	Coal tar bases or salts in solvents for use in the manufacture of coal tar dyes in the dyeing of textiles . . (Expires January 31, 1964)	Free	Free	25
203f	Coal tar bases or salts with or without surface active agents for use in the manufacture of coal tar dyes . . (Expires January 31, 1964)	Free	Free	Free
203g	Solutions of dyes containing methyl alcohol, for use exclusively in the colouring of coated surfaces when imported by processors engaged in applying decorative surface coatings in their own factories . per gallon and (Expires January 31, 1964)	5 cts.	5 cts.	$3·00 30
208h	Paraphenetidin for use in the manufacture of acetophenetidin . . (Expires January 31, 1964)	Free	Free	25
216d	*Diacetoneketogulonic acid for use in the manufacture of ascorbic acid* . (Expires January 31, 1963)	Free	Free	25
267d	Crude petroleum not subjected to any other processes than removal of foreign matter and water, and/or removal of gases to provide the necessary safety and stability in handling, when imported by oil refiners to be refined in their own factories . . . . . (Expires January 31, 1963)	Free	Free	Free
269b	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents . per gallon (Expires January 31, 1963)	Free	Free	1 ct.
347f	*Bars, rods, sheet, strip, forgings, castings and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components* . (Expires January 31, 1963)	Free	Free	25
353	*Aluminium and alloys thereof:* *(j) Granules, cut from ingots, for use in the manufacture of cleaning compounds . . . per pound* (Expires January 31, 1963)	Free	1¼ cts.	5 cts.
380	Shapes or sections of iron or steel, not further manufactured than hot- or cold-rolled: (5) *Locking ring sections of iron or steel, hot-rolled, for use in the manufacture of three-piece rim assemblies* . . . . (Expires January 31, 1963)	Free	Free	20
382d	*Sheet or strip of iron or steel, hot- or cold-rolled, not more than 0·125 inch in thickness, with cutting edge on one or both sides, for use in the manufacture of cutting dies.* . . . (Expires January 31, 1963)	5	15	35
403	Wire, of steel: (h) Spring steel music wire, coated or not, having a tensile strength of not less than two hundred and thirty thousand pounds per square inch, for the manufacture of mechanical springs . . . (Expires January 31, 1964)	12½	12½	30
427p	Hydraulic equipment, formed mould board blanks, torque converters, transmissions, engine-over-axle type: All of the foregoing, when of a class or kind not made in Canada, and parts thereof, for use in the manufacture of road graders or scrapers (Expires January 31, 1964)	Free	7½	35
427r	Engines, axles, torque converters [and] transmissions, *and parts thereof*, for use in the manufacture of machines commonly known as front-end loaders [; parts thereof] . . (Expires January 31, 1964)	Free	7½	30
428h	Diesel and semi-diesel engines, *torque converters and hydraulic couplings*, and parts thereof, for use in the manufacture of rotary air compressors, power shovels, power cranes, graders or scrapers and snowblowers . . . . (Expires January 31, 1963)	Free	7½	30
445s	Articles of glass for use in the manufacture of cathode ray tubes for television receiving sets . . . (Expires January 31, 1964)	Free	Free	30
445v	Materials [imported by manufacturers of semi-conductor devices and parts therefor,] for use in the manufacture of [such articles] *semi-conductor devices and parts therefor* . . (Expires January 31, 1963)	Free	Free	30
446p	Hemispherical steel heads, flanged or not, having an inside diameter of not less than 22 inches nor more than 72 inches, for use in the manufacture of steel storage tanks for liquefied petroleum gas (propane, butane or a mixture of the two) . . . (Expires January 31, 1964)	Free	7½	35
597a	(4) *Materials and parts for use in the manufacture of phonograph needles* (Expires January 31, 1963)	Free	5	30
660b	*Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates* . . (Expires January 31, 1963)	7½	7½	30
681d	Residues resulting from the processing abroad of uranium metal, salts or oxides of Canadian origin, for use in Canadian manufactures . . (Expires January 31, 1964)	Free	Free	25

Tariff Classification of Beams of Iron or Steel

WIDE FLANGE BEAMS of iron or steel, of the following size, have been ruled by the Canadian Customs authorities not to be entitled to entry under tariff items 380(2) or 380(3) on or after the date quoted. After this date they will be dutiable under Tariff item 380(1) at the British Preferential Rate of 5 per cent., instead of free as hitherto:

January 8, 1962:

12in. by 12in. by 53in. (bearing pile), 65 and 72 lbs. per foot.

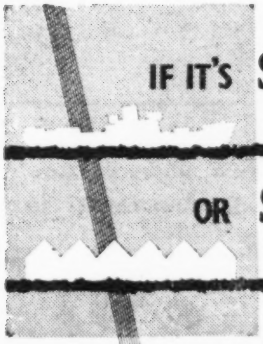
The above information is contained in Canadian Department of National Revenue Memorandum, Series D50-64, dated February 2 1962.

UNITED STATES

Labelling of Hazardous Substances

THE REGULATIONS made under the Federal Hazardous Substances Labelling Act have been further amended to exempt paste shoe waxes, paste auto waxes and paste furniture and floor waxes of high viscosity from the special labelling requirements prescribed for products containing ten per cent. or more of petroleum distillates or turpentine. The preparations covered by this exemption must still be labelled in accordance with the general requirements of the Act.

Further information may be obtained from Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extensions 372-3.)



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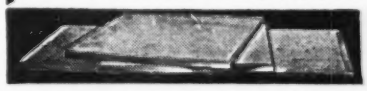

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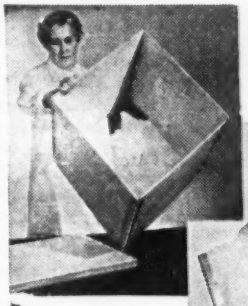

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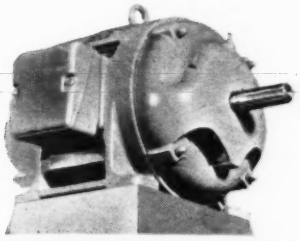

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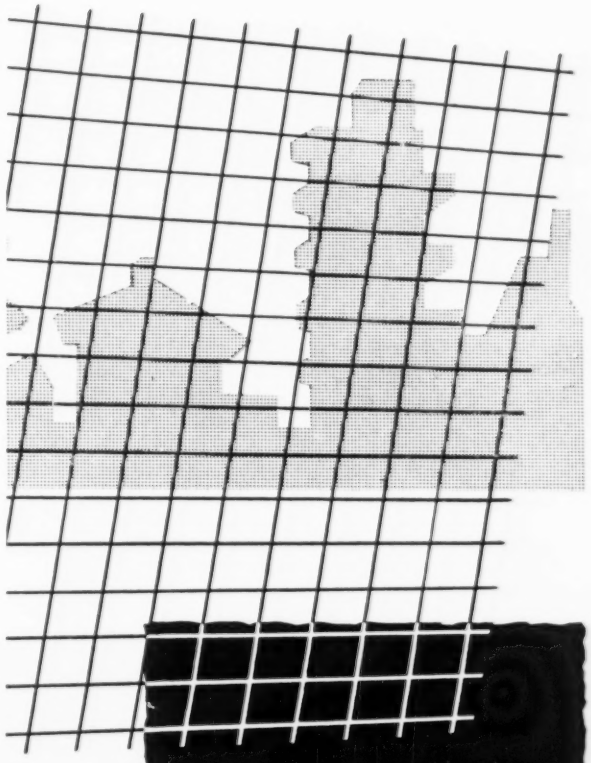

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